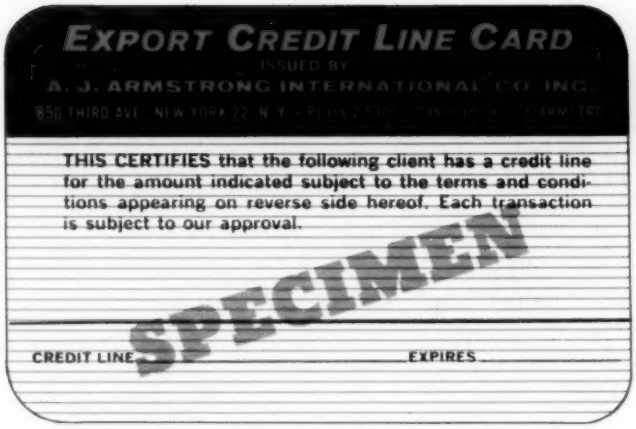
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 17, 1963



EXPORT CREDIT LINE CARD

ISSUED BY

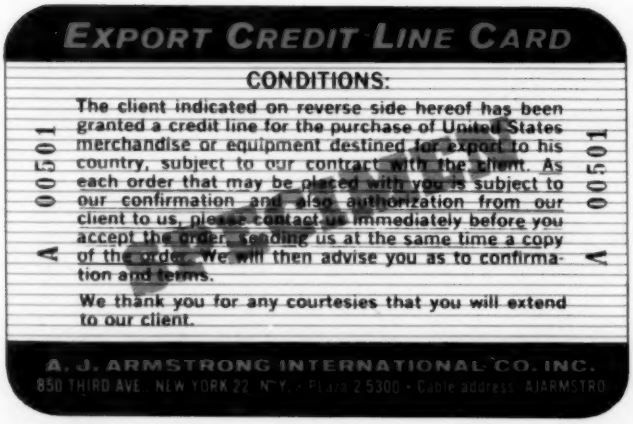
A. J. ARMSTRONG INTERNATIONAL CO. INC.

850 THIRD AVE. NEW YORK 22, N. Y. - Plaza 2-5300 - Cable address: AJARMSTRO

THIS CERTIFIES that the following client has a credit line for the amount indicated subject to the terms and conditions appearing on reverse side hereof. Each transaction is subject to our approval.

SPECIMEN

CREDIT LINE _____ EXPIRES _____



EXPORT CREDIT LINE CARD

CONDITIONS:

A 00501

The client indicated on reverse side hereof has been granted a credit line for the purchase of United States merchandise or equipment destined for export to his country, subject to our contract with the client. As each order that may be placed with you is subject to our confirmation and also authorization from our client to us, please contact us immediately before you accept the order, sending us at the same time a copy of the order. We will then advise you as to confirmation and terms.

We thank you for any courtesies that you will extend to our client.

SPECIMEN

A 00501

A. J. ARMSTRONG INTERNATIONAL CO. INC.

850 THIRD AVE. NEW YORK 22, N.Y. - Plaza 2-5300 - Cable address: AJARMSTRO

Exporter's credit card

Business Bulletins *from around the world*

AFGHANISTAN—West German firms Vorverk and Wulfing, Wuppertal, to invest $1,125,000 for constructing woolen factory near Kabul with capacity of 450,000 meters of cloth annually. Construction to start August 1963, with operations scheduled by 1965.

BELGIUM—Supply problems are reportedly developing in textiles, with lengthening delivery periods. Situation attributed to labor shortage in textile industry.

ECUADOR—Local company requests special exemption under Industrial Promotion Law for proposed plant to assemble Land Rovers in Guayaquil. Most parts to be imported for local assembly. Government has not yet granted permission, but company is confident it will be granted in short time.

ETHIOPIA—Local press reports that Chandarian Group, Indian organization with other industrial and commercial interests in East Africa and Asia, will construct and manage light aluminum fabrication plant. Initially, factory to produce household utensils and light hardware items from imported finished aluminum.

FRANCE—Government increases beef price to farmers from 44 to 46¢ a pound and milk prices from 26½ to 28½¢ a gallon.

IRAQ—Iraqi firm plans to start production of bottle caps during 1963 at rate of 50,000 cases annually under license to Crown Cork Co. of the U.S. Firm to import additional U.S. machinery and use American technicians to train Iraqis in plant operation.

JAMAICA—1962 Economics Survey of Jamaica presented to House of Representatives on May 30, 1963 states that Gross National Product in 1962 is provisionally estimated at £260 million ($728 million), 2.1% over 1961 figure with Gross Domestic Product at current prices amounting to £252.5 million ($707 million) as compared with £244.3 million ($684.04 million) in 1961. Survey also shows that mining is now largest contributor to country's export trade, accounting for slightly less than 50% of total exports in terms of money value in 1962. Production and investment in mining sector increased in 1962, but while bauxite output rose considerably, alumina production fell. Bauxite industry was influenced by conditions in aluminum industry in United States and Canada.

MOROCCO—Government in agreement with Italian groups Ledoga-Lepetit and Bonomi for construction of pharmaceutical plant at El-Jadida. 35% of capital to be provided by BEPI and group of Moroccan pharmacists, 20% by unnamed Swiss capital, 30% by Ledoga-Lepetit, and 15% by group of Italian pharmacists. No protective measures to be granted industry.

NETHERLANDS—Swiss aluminum company signs agreement with Royal Netherlands Blast Furnaces and Steelworks to build aluminum factory. Designed for annual 30,000-ton output, new factory at first to employ about 400. In first 20 to 25 years it will consume 210 to 280 billion cubic feet of natural gas.

PERU—Data released by Fishmeal Exporters Organization (FEO) indicates total January-February fishmeal production was 191,500 metric tons (23% higher than in 1962) while exports for same period were 251,300 metric tons (19% higher than in 1962). Total production by association members, (Angola, Iceland, Norway, and South Africa in addition to Peru) was 245,500 metric tons and total exports were 302,800 metric tons. Thus, for first two months of 1963 Peru's fishmeal production comprised 78% of total produced by FEO members, while country's exports amounted to 83% of all FEO-member exports.

SOMALI REPUBLIC—New unified duty (see *Business Bulletins*, May 20) on gasoline lowered to .42 Somali shillings (5.9¢) per liter from .72 Somali shillings (10.1¢). Diesel fuel duty doubled at same time, from .20 Somali shillings (2.8¢) to .40 Somali shillings (5.6¢) per liter.

SUDAN—Government, reducing trade restrictions where local industries are well-established, names categories of goods for which quotas have been increased. Largest quota increases are: enamelware and aluminumware, £50,000 ($143,500); footwear, £600,000 ($1,722,000); paints, £60,000 ($172,000); and iron and steel products (doors and windows), £20,000 ($57,400).

SWITZERLAND—Brown Boveri, country's largest electrical equipment manufacturer, recently inaugurated second Latin American factory at Lima, Peru, employing some 160 workers producing mainly control panels, sub-stations, and transformers.

German company, Siemens & Halske Aktiengesellschaft, floats loan of 60 million francs ($14 million) on Swiss capital market at 4½% interest rate for 15 years. Company reserves right to reimburse loan after tenth year. Siemens & Halske, one of Germany's leading electrotechnical enterprises, to use loan proceeds for investment and expansion program abroad.

SYRIA—Under exchange-control regulations effective May 5, 1963, non-residents may bring into Syria up to 200 Syrian pounds (about $53) and any amount in financial instruments (cash, traveler's checks, letters of credit, etc.) denominated in foreign currencies, and may take out up to 200 Syrian pounds and as much in foreign financial instruments as originally declared upon entry.

WEST GERMANY—Industriewerke Karlsruhe (IWK) AG of Karlsruhe, engineering concern, concludes sales-cooperation agreement with Hayssen Manufacturing Company of Sheboygan, Wisconsin. American firm—which manufactures packaging and wrapping machines especially for food and paper industries—to be responsible for sales and servicing of IWK package machines in this hemisphere while IWK to market Hayssen machines in Germany.

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the cover

The A. J. Armstrong Co., Inc., has developed what it calls the financial hinge to swing open the U.S. export door—a 6-month "Export Credit-Line Card." A spokesman for the firm labels the new plan as a springboard to help non-exporters in the U.S. enter the international field. Shown are the front and back sides of the card. For an explanation of the plan, see page 2.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

June 17, 1963 — Volume 69, Number 24

Special Reports

Credit cards available for foreign firms
Pages 2-3

Special GATT committee to meet
Pages 4-5

FEATURES

3 **Venezuelan task force finds needs for U.S. skills**
6 **Procter & Gamble develops market in Morocco**
8 **Multinational company solves subsidiary problem**
11 **Trade Mission to visit Austria, Switzerland**
13 **Good showing in offshore race helps firm sell boats**
13 **Selling abroad 'natural thing' for 'E' winner**

TRADE FAIRS AND CENTERS

15 Catering equipment show scheduled in London
16 Clothing show in Dusseldorf to be held this fall

WORLDWIDE BUSINESS OUTLOOK

17 Brazilian downturn continues; exchange rate depreciated
18 Trade opportunities limited in Sierra Leone
20 Excellent crops, foreign trade upturn pace Paraguayan growth
21 Falling demand for steel alarms ECSC authorities
22 'State of Union Message' lists Gabon's achievements, needs
23 Dahomey seeks to broaden trade, enacts liberal investment code

U.S. GOVERNMENT ACTIONS

24 Advisors help Latins improve tax administration
25 Austrian trader permanently denied U.S. export rights

FOREIGN GOVERNMENT ACTIONS

26 South Africa hikes import quotas

INVESTMENT OPPORTUNITIES

27 European firms seek know-how, capital
28 Foreign firms want to work on variety of U.S. products

WORLD TRADE OPPORTUNITIES

29 Projects opened in several countries
31 Leads for exporters
42 International representation
45 Leads for importers; construction projects
46 New trade lists; visiting buyers and officials

New Books and Reports, pages 47-48

Little card, big punch

Advance new plan as springboard to help non-exporters enter international field

By JOHN F. RAND
Vice President, A. J. Armstrong Co. Inc.

We believe we've developed the financial hinge on which to swing wide open the partially ajar U.S. export door.

JOHN F. RAND

We have simply applied the "credit card" technique to export financing.

Our unique worldwide plan had hardly been announced when a flood of inquiries began. American manufacturers, foreign buyers, domestic and foreign banks, U.S. government and foreign government representatives in New York and Washington —all wanted the details of the plan.

We call our idea the "Export Credit-Line Card Plan." It has many important differences from the usual credit card many of us employ to live a cash-less existence.

The detailed differences will be explained later in this article.

Within a week after we announced our plan, I left for a 20,000-mile business tour of Latin America, the first of several such trips to world markets. So great was the favorable reaction in that area to our plan, that during the 28-day trip, I spoke with scores of firms and processed the resulting business on the spot. I replied to hundreds of questions, principally how does a foreign businessman qualify for the "Credit-Line Card."

Local credit shortage

The shortage of local credit with which to buy American goods was, of course, the universal problem everywhere I travelled. And to these businessmen, the "Credit-Line Card" seemed to be the answer to this long-existing dilemma.

Interestingly enough, we concluded a number of import and export deals outside the framework of our new plan. These transactions, however, came to us because of the interest generated by the plan.

Although U.S. exports last year reached $21 billion, a new high for the third successive year, much remains to be done by American industry to close the dollar gap. I have always felt that the solution to this problem was primarily in the hands of private industry rather than with government, and particularly more so now since our government has provided for export credit and political risk insurance and many other incentives for our export program.

We feel that our plan can serve as a springboard to help catapult non-exporters among U.S. industry into the export pool.

The first step in that direction would be their cooperative participation in the "Credit-Line Card Plan." It is a cooperation and a participation carrying no obligation, other than to pass the word about the plan to their distributors and dealers abroad.

How plan works

This is how the plan works:

We arrange the purchase of American merchandise from any U.S. manufacturer or supplier of the foreign buyer's choice. We do not specify or obtain trade sources. We can also finance the shipment of the merchandise up to a period of 180 days.

In effect, an "Export Credit Line Card" has the following built-in advantages:

❶ Purchase can be made from any American manufacturer or supplier through Armstrong, who will pay against presentation of shipping documents. Thus, Armstrong can maintain closer contact with the supplier in the interst of expediting the shipment.

❷ Because U.S. suppliers are paid dollars in New York against shipping documents, cash discounts should be possible. This cash discount may more than cover all commission and interest charges. The cost of the plan would be approximately equivalent to what the importer would have to pay to his own local bank if he could get the credit which quite often is not available. Furthermore, our plan involves the extension of unsecured credit which is virtually non-existent in Latin America.

❸ The foreign buyer is assured a continuous source of credit, and can plan his business requirements without fear of any shortage of credit in his own country.

❹ Establishing his credit standing with Armstrong may result in other suppliers granting him credit directly since Armstrong would be in a position to verify his payment record and credit standing.

To qualify for card

To qualify for an "Export Credit Line Card," a foreign buyer takes the following steps:

❶ Sends a credit report about his organization from at least two different banking sources, or one report from a bank and the other from Dun & Bradstreet, if Dun & Bradstreet has an office in his city. If his bank does not wish to give Armstrong the report directly, the report can be sent to any New York bank with instructions to deliver it to Armstrong.

❷ The foreign buyer also submits his balance sheet and profit and loss statement for the last two fiscal years.

❸ He gives the names of his company's principal shareholders or owners, and also any commercial references he may have in the U.S.

❹ He asks for the line of credit on a revolving basis which he requires and

How it works

1. Once a foreign company qualifies for a credit line with Armstrong International, a six-month "Export Credit-Line Card" is issued.
2. The card is shown to American manufacturers, suppliers, or their overseas representatives, and to exporters, as evidence that the card holder has U.S. dollar financing.
3. Choice of the American manufacturer or exporter is exclusively the card holder's.
4. Only the purchase of American products is covered by the "Export Credit-Line Card."
5. Because of handling costs, the minimum credit line which can be extended to any qualifying client is no less than $10,000.
6. Credit-Line card financing is limited to 180 days.

the credit terms desired. Terms are limited under this plan to 180 days.

❺ If the buyer's country has import licensing control, he must arrange to have the license issued showing Armstrong as shipper. The instructions pertaining to the purchase should be given to Armstrong and indicating the manufacturer or actual supplier in accordance with his agreement with them and the price of the goods he has agreed to pay. A copy of the order is sent to the supplier at the same time.

❻ Armstrong does not assume any merchandise risks or shipping or freight expenses but these expenses can be included in the financing required.

❼ Minimum credit line is $10,000. Each individual purchase order should be at least for $2,500 minimum, although exceptions can be arranged in special situations.

Upon receipt of the above information, the foreign applicant will be advised promptly of Armstrong's decision and also the amount of the credit line Armstrong is prepared to give. Also indicated will be the terms and conditions of such an arrangement which are subject to the buyer's approval.

$125 million backing

As a significant financing organization in the export-import field, we would like to see an expansion of U.S. overseas trade, particularly on the export side. Therefore, we are backing the "Export Credit-Line Card Plan" with our considerable resources—$125 million.

The "Export Credit-Line Card Plan" has already proven to us that it could act as a stimulus for non-exporting companies to get into the export business.

Already some of these companies have been visited by "Credit-Line Card" holders. The card was an immediate introduction of business and financial reliability and it started the export ball rolling.

Our company rejects the pet phrase, "There's nothing new under the sun."

Our motto is more appropriate to a company which achieved a record financing volume of $524.4 million last year:

"If there's a new and better way to finance a transaction, we'll find it; if it can't be found, we'll invent it!"

There are 18 pages of
Trade Opportunities
in this issue
See pages 29 to 46

Venezuelan task force finds real need for U.S. skills

Action Committee for International Development enlists business executives in quest for joint-venture growth

A pattern for profitable involvement in new businesses throughout the developing world is suggested by results of a recent 8-day tour of Venezuela by 20 young U.S. business executives.

Reporting on the eventful trip, Nathan C. Fitts, executive director of the Action Committee for International Development (ACID), Inc., cites tangible and intangible accomplishments: 8 promising joint-venture opportunities seriously discussed and possibly nearing realization; a Venezuelan Investment Pool initiated; and many valuable contacts made during intensive briefings, plant inspections, group meetings, and conferences with key government officials and top Venezuelan business executives. The joint ventures under consideration are in food processing, home building, automotive repair, machine-tool maintenance, food distribution, construction materials, reinsurance, and development banking.

Behrman in group

Participating in the first 2 days of the meetings in Caracas was Dr. Jack N. Behrman, the Commerce Department's Assistant Secretary for Domestic and International Business. U.S. and Venezuelan officials working with the ACID group throughout their brief but intensive stay included U.S. Ambassador C. Allan Stewart, AID (Agency for International Development) Mission Director Patrick Morris, Commercial Attache Eldon Cassoday (Caracas), Venezuela's Director of Industry, Dr. Delgado Rovati, and the president of the Venezuelan Development Corporation, Dr. Luis Vallenilla.

Venezuela was chosen for this business investors' mission because of its resources, its strongly democratic government that has controlled inflation, and its business community which has displayed real interest in working with U.S. associates. The country's diversified agricultural and industrial growth has been sparked by substantial local capital, and host chief executives advised their visitors that the greatest need is for U.S. managerial and technical know-how.

Experience gained from this tour points to several important conclusions:

- Independent U.S. companies are substantially more effective when chief executives cooperate to explore opportunities in a particular foreign area.
- Group participation brings with it group stature and, practically speaking, provides entrée to group members when individual businessmen might find themselves blocked.
- Foreign government officials charged with the development of private industry in their countries find it particularly worthwhile to meet and exchange views when they can come face-to-face with a group of action-oriented U.S. chief executives.

Call is answered

The Venezuelan trip was organized by ACID in response to Alliance for Progress pleas for more business participation in development programs in this hemisphere. The 20 chief executives in the tour —most of them members of the Young Presidents' Organization—represented a variety of U.S. industrial and agricultural enterprises and typified the kind of leadership being mobilized by ACID. This 2-year-old nonprofit organization is dedicated to bringing together U.S. and foreign company presidents to help answer the economic needs of emerging countries. ACID's chairman is Dr. Lynn L. Bollinger, former Harvard Business School professor and currently president of two aviation and communications companies; members include leaders of some 140 medium-sized independent firms in the United States and abroad, representing a reservoir of needed skills and resources which have not been effectively mobilized in the past for joint-ventures overseas.

Encouraged by the success of the Venezuelan task force, ACID's executive committee is planning follow-up activities as well as comparable efforts in other parts of Latin America and the Far East. For information, write to Nathan C. Fitts, Executive Director, Action Committee for International Development, 1500 Massachusetts Avenue, NW., Washington 5, D.C.

MINISTERIAL RESOLUTION

Special GATT committees to start negotiations for 'Kennedy Round' next May

Senior representatives of 50 member nations start work this month in Geneva in effort to decide what the 'special rules' shall be in relation to 'Point 4'.

The Trade Negotiations Committee, composed of senior representatives of the 50 member nations of the General Agreement on Tariffs and Trade (GATT) will start work this month in Geneva preparing for the 1964 Trade Conference—the so-called "Kennedy Round." It is expected that the Committee and their special working committees will be in session throughout the rest of this year and into early 1964.

When the Trade Ministers of the GATT member nations met for their 6-day meeting (May 16 to 21), their purpose was the setting of ground rules for the 1964 Trade Conference. The U.S. delegation was headed by the President's Special Representative for Trade Negotiations Christian A. Herter, and included Assistant Secretaries from Commerce, State, Agriculture and Labor, and their deputies.

After 6 days of formal meetings and informal discussions and negotiations, the Trade Ministers agreed on a resolution embodying both a statement of principles and a statement of procedures respecting next year's trade negotiations. The Ministers reached agreement on principles that will govern the negotiations, and the unresolved issues were passed to the Trade Negotiations Committee.

Among the principles agreed to were the key ones that the trade negotiations shall embrace all classes of products, including agricultural and primary products; that non-tariff barriers shall be dealt with in the negotiations; and that something less than full reciprocity shall be expected from the less developed countries whose participation shall be viewed in light of their economic development needs.

From the U.S. point of view the key principle agreed on by the GATT ministers is embodied in Point 4, which states that the negotiations shall be based on a plan of substantial and equal percentage linear tariff reductions. The U.S. delegation agreed to an exception to this principle in that where there are significant disparities in tariff levels, tariff reductions will be based upon special rules of general and automatic application. These disparities must be "meaningful in trade terms" before the items affected are made subject to special rules.

Nearly foundered

It was with respect to this exception that the Ministerial Conference nearly foundered. Behind it lies the view of the European Economic Community (EEC) that negotiations based wholly on a straight linear reduction would not result in reciprocity for the Common Market countries in light of the dissimilarity between the tariff structures of the U.S. and the EEC, especially the proportionately larger number of "peak" duties in the U.S. tariff structure. Accordingly, the EEC argued strongly for recognition of the disparity problem and for agreement that special rules be adopted to deal with the problem.

The Trade Negotiations Committee will set up a special subcommittee to examine the problem of tariff disparities on an item-by-item basis with a view to determining the extent of the problem and, accordingly, to decide what the "special rules" should be.

In addition to deciding what the "special rules" should be, another special committee will begin its examination of the problem of trade in cereals, and subsequently other groups will look into the problem in trade in meats and dairy products. Other special groups will be set up under the aegis of the Trade Negotiations Committee to examine technical problems relating to the treatment to be awarded agriculture and non-tariff barriers in the negotiations.

The text of the Ministerial Resolution is as follows:

RESOLUTION ON TRADE NEGOTIATIONS UNANIMOUSLY ADOPTED BY GATT MINISTERIAL CONFERENCE MAY 21, 1963

The Ministers agreed—

A. **Principles**

1. That a significant liberalization of world trade is desirable, and that, for this purpose, comprehensive trade negotiations, to be conducted on a most-favoured-nation basis and on the principle of reciprocity, shall begin at Geneva on 4 May 1964, with the widest possible participation.

2. That the trade negotiations shall cover all classes of products, industrial and non-industrial, including agricultural and primary products.

3. That the trade negotiations shall deal not only with tariffs but also with non-tariff barriers.

4. That, in view of the limited results obtained in recent years from item-by-item negotiations, the tariff negotiations, subject to the provisions of paragraph B 3, shall be based upon a plan of substantial linear tariff reductions with a bare minimum of exceptions which shall be subject to confrontation and justification. The linear reductions shall be equal. In those cases where there are significant disparities in tariff levels, the tariff reductions will be based upon special rules of general and automatic application.

[NOTE: The Chairman offered paragraphs A 4 and B 3(b) as amendments to paragraphs A 4 and B 3(b), respectively, in the U.S. proposal. In presenting this amendment, the Chairman established the following two interpretations for the record:

"In paragraphs A 4 and B 3(b) 'significant' means 'meaningful in trade terms' and this is accepted by the Conference."

"The purpose of the special rules mentioned in paragraphs A 4 and B 3(b) is, among other things, to reduce such disparities, and this is accepted by the Conference."]

5. That in the trade negotiations it shall be open to each country to request additional trade concessions or to modify its own offers where this is necessary to obtain a balance of advantages between it and the other participating countries. It shall be a matter of joint endeavor by all participating countries to negotiate for a sufficient basis of reciprocity to maintain the fullest measure of trade concessions.

6. That during the trade negotiations a problem of reciprocity could arise in the case of countries the general incidence of whose tariffs in unquestionably lower than that of other participating countries.

7. That, in view of the importance of agriculture in world trade, the trade negotiations shall provide for acceptable conditions of access to world markets for agricultural products.

8. That in the trade negotiations every effort shall be made to reduce barriers to exports of the less-developed countries, but that the developed countries cannot expect to receive reciprocity from the less-developed countries.

B. **Procedures**

1. That a Trade Negotiations Committee, composed of representatives of participating countries, shall be set up, and that it shall be the function of the Trade Negotiations Committee, directly or through committees (including the Special Groups referred to in paragraph 3(d) below):

(a) To elaborate a trade negotiating plan in the light of the principles in paragraphs A 1-8 above, with a view to reaching agreement on the details of the plan of tariff reductions referred to in paragraph A 4 above by 1 August 1963, and to completing the remainder of the task by the date of the beginning of the twenty-first session of the Contracting Parties [i.e. October 22, 1963].

(b) To supervise the conduct of the trade negotiations.

2. That the trade negotiating plan will have to take into account the issues raised by the Ministers, and that the acceptability of the trade negotiating plan, from the point of view of individual countries, will depend upon the degree to which it succeeds in dealing with such issues.

3. That the Trade Negotiations Committee, in elaborating the trade negotiating plan, shall deal inter alia with the following issues and special situations:

(a) The depth of the tariff reductions, and the rules for exceptions.

(b) The criteria for determining significant disparities in tariff levels and the special rules applicable for tariff reductions in these cases.

(c) The problem for certain countries with a very low average level of tariffs or with a special economic or trade structure such that equal linear tariff reductions may not provide an adequate balance of advantages.

[NOTE: The Chairman offered paragraph B 3(c) as an amendment to paragraph B 3(c) in the U.S. proposal. In presenting this amendment, the Chairman established the following interpretation for the record:

"Under this language, the Trade Negotiations Committee will consider the case of certain countries where it is established that their very low average level of tariffs or their economic or trade structure is such that the general application of equal linear tariff reductions would not be appropriate to achieve an adequate balance of advantages. For such countries the objective shall be the negotiation of a balance of advantages based on trade concessions by them of equivalent value, not excluding equal linear reductions where appropriate."

In response to a question by the Australian Delegation, the Chairman established the following additional interpretation for the record:

"The reference to 'special trade structure' includes countries whose exports consist predominantly of agriculture or other primary products, and this is accepted by the Conference."]

(d) The rules to govern, and the methods to be employed in, the creation of acceptable conditions of access to world markets for agricultural products in furtherance of a significant development and expansion of world trade in such products. Since cereals and meats are amongst the commodities for which general arrangements may be required, the Special Groups on Cereals and Meats shall convene at early dates to negotiate appropriate arrangements. For similar reasons a special group on dairy products shall also be established.

(e) The rules to govern and the methods to be employed in the treatment of non-tariff barriers, including *inter alia* discriminatory treatment applied to products of certain countries and the means of assuring that the value of tariff reductions will not be impaired or nullified by non-tariff barriers. Consideration shall be given to the possible need to review the application of certain provisions of the General Agreement, in particular Articles XIX and XXVIII, or the procedures thereunder, with a view to maintaining, to the largest extent possible, trade liberalization and the stability of tariff concessions.

Argentina buys U.S. goods, services with Alliance loans

Will help found housing bank, finance feasibility studies

Argentina's economic and social development under the Alliance for Progress will be assisted under 3 recent loan agreements totaling $35.5 million which provide for:

- A $12.5 million loan to help Argentina establish a central housing bank to finance home building. Argentina will supply the equivalent of $12.5 million for the initial capitalization of the bank, to be called the "Caja Federal."
- A $20 million balance of payments loan to finance the purchase of U.S.-made goods and related services. The Central Bank, as fiscal agent will issue letters of credit to Argentine importers through commercial banks to cover purchases made in the U.S.
- A $3 million credit to the Argentine National Development Council to help finance economic and engineering studies for specific development projects proposed in 13 Argentine provinces.

The housing bank loan is conditional upon the Government of Argentina establishing the Caja Federal, which will function along the lines of home loan associations in the U.S. Argentine cooperatives, labor unions and other organizations with substantial savings may participate in the home loan system by establishing affiliated savings and loan associations which meet the requirements of Caja Federal.

Netherlands film attendance drops

But gross receipts remain steady; local feature film output rises

The annual report of the Nederlandsche Bioscoop-Bond (Netherlands Motion Picture Association), says attendance at motion picture theaters in The Netherlands continued its downward trend in 1962. Attendance in 1962 was 47.9 million compared to 51 million in 1961 and 55.4 million in 1960.

The Association attributes the decline in attendance to the large number of television sets purchased during the year and to the increasing number of "super" films being released, resulting in fewer daily performances.

Gross receipts at Netherlands' motion picture theaters in 1962 totaled $20.1 million (72.8 million guilders), practically the same level as 1961. This was brought about by a small reduction in the entertainment tax and a rise in theater ticket prices. At the end of 1962 there were 562 theaters in The Netherlands exhibiting 35-mm. films with a total seating capacity of 264,325.

The Association hopes that the lowering of entertainment taxes will increase movie attendance. However, in view of the popularity of television this is doubtful. The Association is continuing its efforts to stimulate attendance through advertising campaigns in the daily press.

A total of 396 feature films were imported into the Netherlands in 1962, compared to 416 in 1961. Of the 1962 imports, 113 features were from the U.S. (123 in 1961), 79 from France, 68 from Italy, 67 from the United Kingdom, 42 from West Germany, and 27 from other countries. The number of color film imports continued to rise, and in 1962 totaled 181 films, or 45.7% of the total. In 1962, U.S. film accounted for about 43% of net theater receipts compared to about 40% in 1961.

In contrast to 1961, when only 1 feature film was produced in The Netherlands, 1962 was a busy year for Netherlands producers as they completed 3 feature films and had 2 others near completion at the end of the year. To stimulate feature film production, the Netherlands Government increased its subsidy to the production fund from 325,000 guilders ($90,000) in 1961 to 425,000 guilders ($117,000) in 1962.

U.S. detergent manufacturer develops market in Morocco

Subsidiary formed 5 years ago has just completed major expansion; success lies in designing facilities to suit local needs

By ROBERT LEE DOWELL, Jr.
Commercial Officer
Consulate General, Casablanca

Five years ago, Procter & Gamble formed a wholly owned subsidiary to manufacture synthetic detergents for sale in the Moroccan market. Today, the company has just completed a major expansion program.

ROBERT DOWELL, JR.

The key to this success lies in a willingness on the part of a U.S. corporation with a significant position in the U.S. market, and wide foreign experience, nevertheless to start small and grow big. It lies in a pioneer spirit—backed by experience in creative engineering, in flexibility of thinking, planning, and design—which sets aside preconceived concepts and classic methods of operation and encourages new ideas and unconventional solutions to conventional problems. It lies in drawing on U.S. experience rather than applying techniques en masse merely because they work successfully in the United States.

Local production considered

After the close of World War II, Procter & Gamble shipped its products in very small quantities to Morocco on a direct sale-to-retailer basis. By the early fifties, however, sales prospects warranted appointment of a sole national distributor. Sales continued to increase and by the time Morocco became independent (1956), the market for its products, notably synthetic detergents, justified a look into the possibility of local production. That independent Morocco wished to expand its local industry and encourage foreign investment, and thereby decrease direct imports in order to improve its trade balance with foreign countries, also became a factor. Top management in Cincinnati, therefore, asked: Can we economically manufacture synthetic detergents in Morocco?

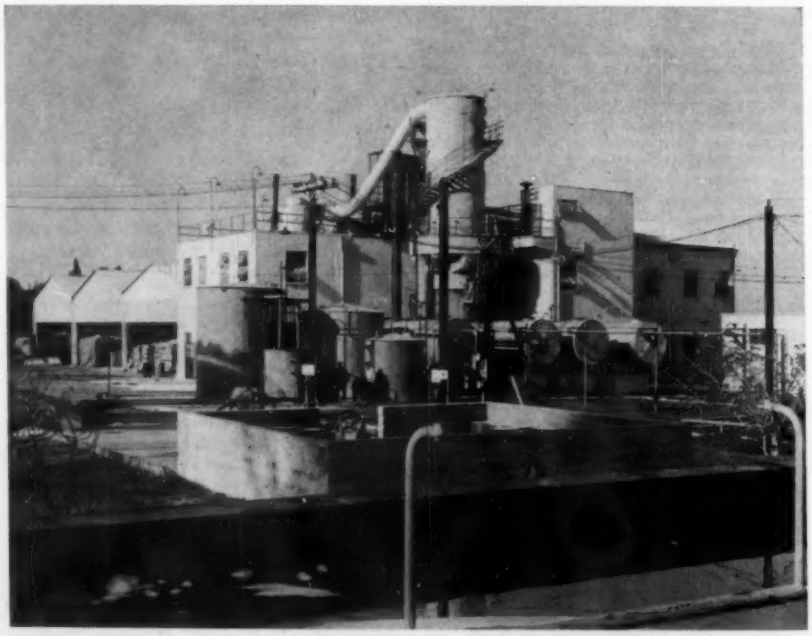
In answering a question of this nature, where it concerns a relatively small market, a company all too often approaches the problem by first determining the production capacity of the smallest economically feasible plant. This so-called "minimum economic production capacity" is then compared to estimated sales potential. If the latter is equal to or greater than the former, local manufacture is considered economically feasible.

Operating expenses vary

Although this reasoning seems logical, are the conclusions drawn truly valid? Presuming that the estimated sales potential is the best obtainable, can the same be said for the so-called "minimum economic production capacity?" Not necessarily.

A company must carefully analyze the relevant differences in operating expenses between the United States and the host country. In many instances, companies use rule-of-thumb percentage factors based on U.S. experience to estimate these expenses. This process can easily lead the company to a false conclusion—particularly in developing countries—that the market is not large enough to support local manufacture. Established firms of considerable domestic experience in their field have a propensity for this approach.

Where a firm feels its interests require its entering the market or protecting an existing market by local manufacture the approach must be reversed. Procter & Gamble in effect determined its sales potential and then set about finding the ways and means of economic local manufacture at the projected sales level. Its first step was to determine, from a technical point of view, absolute minimum plant manufacturing facilities.



CASABLANCA PLANT—A general view of the Procter and Gamble plant that originally involved a $5 million investment for land, construction and equipment but is now too small for increased sales.

the author

Mr. Dowell served 6 years in the U.S. Army before attending Georgetown University where he received his B.S. degree in 1952. He also studied at the Geneva School of International Studies. Prior to his present assignment, Mr. Dowell worked for a major petroleum company in West Africa.

SPECIAL CLASSES—Moroccan workers attend regularly scheduled classes during working hours, in which the company teaches them the various processes in the manufacture of synthetic detergents.

The company stripped down its plant to all but absolute essentials. Office and administrative space was kept to a minimum by using, without conversion, a dwelling located on the acquired land. Many administrative reports were eliminated or consolidated and many more were reduced to the barest informal essential information. Use of relatively high-cost expatriate personnel was limited to the manager alone. Initial plant capacity was held to a level consistent with the then existing market. The net result was absolute minimum investment and thereby minimum depreciation and financial charges, as well as minimum administrative expenses. Operating expenses were held to a low enough level to make local manufacture economically feasible from the start.

As early as 1958 and even before actual manufacturing facilities were completed, the company started local packaging from imported bulk product. Only in November 1959 did actual production begin. As demand increased, efforts were directed toward obtaining greater and greater efficiency out of existing facilities, for operating expenses could not be allowed to increase. Demand finally reached the point where major expansion of production capacity was required. This program has just been completed.

Imagination needed

Companies interested in marketing and investing in developing countries don't need to be big to be successful, say Procter & Gamble officials. They don't need unlimited resources but they do need imagination. They need experienced men who are fully receptive to new ideas and who adapt quickly to new surroundings, conditions, and techniques. And they need men who are "jacks of all trades," who are willing to work long hours, 6 and 7 days a week.

Opportunities abound in many of the developing countries, but in these fertile nations the road is quite often a hard one full of pitfalls and risks. Procter & Gamble has found the rewards are worth the effort and is forging successfully ahead.

INFORMATION ON MOROCCO

The following Department of Commerce Publications have been issued within the past year and may be purchased from any Commerce Field Office or by ordering direct:

Basic Data on the Economy of Morocco. OBR 63-1. 20pp.

Preparing Shipments to Morocco. OBR 63-45. 6pp.

Establishing a Business in Morocco. WTIS, Part 1, No. 62-4. 15pp. February 1962. 15 cents.

Import Tariff System of Morocco. WTIS, part 2, No. 62-24, 2pp. May 1962. 10 cents.

Market profile—Morocco

Area: 172,000 square miles (a little larger than California).

Population (June 1960 census), 11.6 million. Casablanca, 965,277; Marrakech, 243,134; Rabat, 227,445; Fes, 216,133; Meknes, 175,943; and Tangier, 141,714.

Currency: Moroccan dirham (5.06 dirhams = US$1).

Gross national product: $1,710 million in 1961 (1960 prices).

Electricity: Gross production (1961), 1,018 million kw.-h.

Foreign trade, 1962: Total imports, $430 million; total exports, $352 million. Trade with the U.S.: Imports, $58 million; exports, $9.7 million.

Principal exports: Phosphate, citrus fruit, canned sardines, tomatoes, manganese.

Principal imports: Sugar, petroleum products, fabrics, motor vehicles and parts, tea, lumber, fertilizers. Importance of select categories in % of 1962 total—consumer goods, 27.8%; industrial equipment, 12.8%; agricultural equipment, 0.9%.

Principal trading partners, 1962: Imports—France, 43%; United States, 13.5%; Federal Republic of Germany, 5.1%; Italy, 3.9%; Great Britain, 3%. Exports—France, 38%; Federal Republic of Germany, 9.6%; Great Britain, 6.2%; Algeria, 4.6%; Spain, 3.9%.

National economy: Morocco is essentially an agricultural country; however, the nonagricultural sector makes up 60% of country's gross national product and employs 30% of labor force. Leading industries include mining, food processing, handicrafts, and construction. Mining accounts for 40% of the total value of exports.

Projects under construction: Chemical complex at Safi to include sulfuric acid, phosphoric acid, and triple superphosphate plants; small arms factory and munitions plant at Fes; sugar (beet) refinery in Sidi Slimane region; Hilton Hotel at Rabat.

Planned projects: Under consideration: Television assembly plant at Tetuan; steel tube and pipe factory in Casablanca; two textile factories at Tangier and Fes; esparto grass paper pulp mill at Berguent; fish meal factory at Safi; motion picture center at Marrakech; shipbuilding yard at Tangier; steel complex; pharmaceutical plant at El Jadida; ammonia phosphate plant at Safi; and petroleum exploration.

Many players, one team

Foster Wheeler subsidiaries build basic industry network on six continents

Here are 5 questions confronting many U.S. firms today—and here are the answers provided by one successful firm in the international field.

❶ How can a parent company and its subsidiaries work efficiently, when far removed from each other?

❷ How can subsidiaries be controlled to protect the standards of the parent firm in the U.S.?

❸ How can a U.S.-based firm compete with local enterprise for overseas contracts?

❹ How can the facilities of the parent firm and its subsidiaries be used most economically for the best possible job?

❺ How can subsidiaries be developed without becoming a burden on the parent?

In Livingston, New Jersey, are the headquarters of a globe-girdling company whose motto might well be, "The world is our oyster." Nearing the three-quarters-of-a-century mark, the Foster Wheeler Corporation is developing basic industry on every continent but Antarctica.

A recent contract to build $30 million worth of steam generating equipment for England's Central Electricity Generating Board, for example, places considerable demand upon the knowledge that the firm and its forebears have acquired since 1891.

With subsidiaries and licensees in a number of countries, Foster Wheeler is continually involved in the design, fabrication and construction of processing plants and steam-generating equipment for petroleum refiners, chemical producers, public utilities, and shipbuilders the world over. Current overseas contracts range from steam-generating equipment being designed, fabricated and erected in the British Isles to a steel plant being erected in Eregli, Turkey.

Network

The British Isles steam-generating contract is actually held by the corporation's English subsidiary, Foster Wheeler Limited, in consortium with John Brown Land Boilers. But this doesn't mean that the parent company in the United States —plus one or more other subsidiaries— won't be involved somewhere along the line. It is typical of the Foster Wheeler pattern that the New Jersey firm and subsidiaries in London and Milan are involved in a current refinery project in Trieste.

Foster Wheeler has set up subsidiary companies in England, France, Italy, Brazil, Canada, and Japan and has established licensees in a number of other countries. This helps it to cope with the problems an engineering contractor and heavy-equipment manufacturer naturally encounters in exporting know-how and equipment.

Since World War II

The corporation's surge of development overseas has taken place largely since the end of World War II, although the London subsidiary was organized in 1920.

In the immediate postwar years Foster Wheeler contracted for many processing plants, steam-generating installations and other enterprises around the globe—nearly all of them owned by U.S. companies. Practically speaking, many of the plants were built here and merely assembled on the construction sites.

Realizing that overseas countries would be developing many industries of their own, Foster Wheeler took advantage of these developmental postwar years to work on expansion and training functions. Among the most important were:

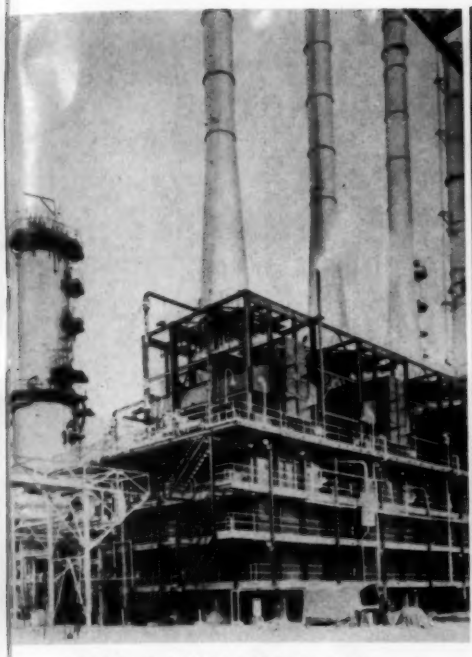
- Transplanting American personnel in key positions to teach, supervise and otherwise assist employees of the subsidiaries.
- Performing key design-engineering functions in the United States and shipping the results to the subsidiaries. (This was done to guarantee that existing contracts would be fulfilled according to specifications, but subsidiary-company personnel sat in on all activities to learn how to handle them.)
- Working with the subsidiaries to adopt international standards for design, engineering, construction, etc.

This worked very well in the first few years after the war. When Foster Wheeler built the first installation for Esso Petroleum Co., Limited, at Fawley, England, all the work was performed by the parent corporation in the United States. Foster Wheeler is still building units for the gigantic Fawley enterprise, but today more than 75% of the participation is by the London and other European subsidiaries.

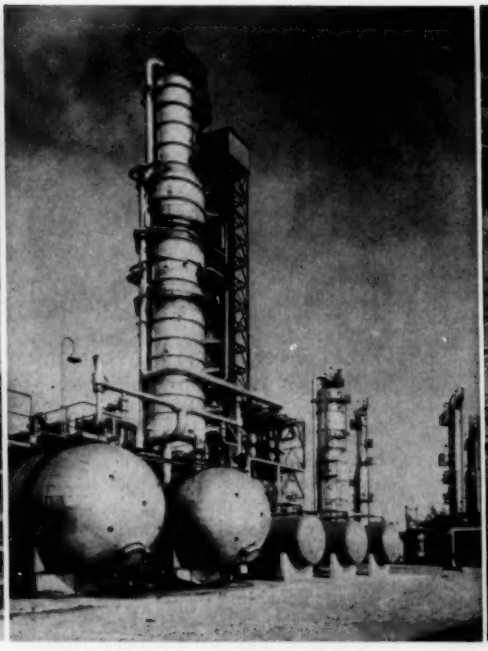
Gradually, subsidiaries have assumed more and more of the design and construction functions of processing plants and steam-generating equipment. Over the years they have become more sophisticated and can generally handle a project independently after handling similar projects under supervision of the parent corporation. This does not mean, however, that the subsidiary in, say, Milan or Rio de Janeiro, has become autonomous.

Coordination

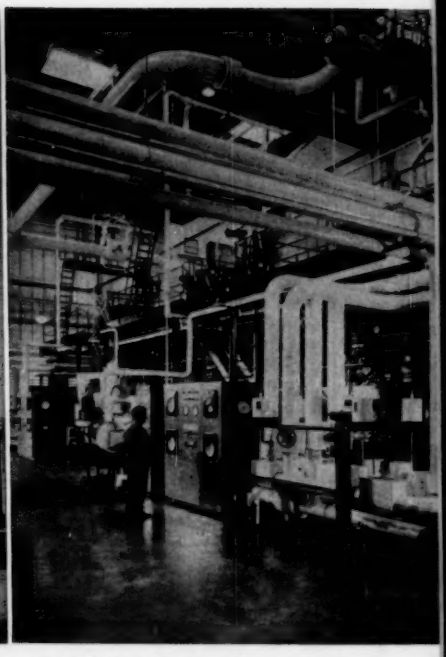
Because of the nature of the work, there must be continued coordination of all activities. Standards, training, and pro-



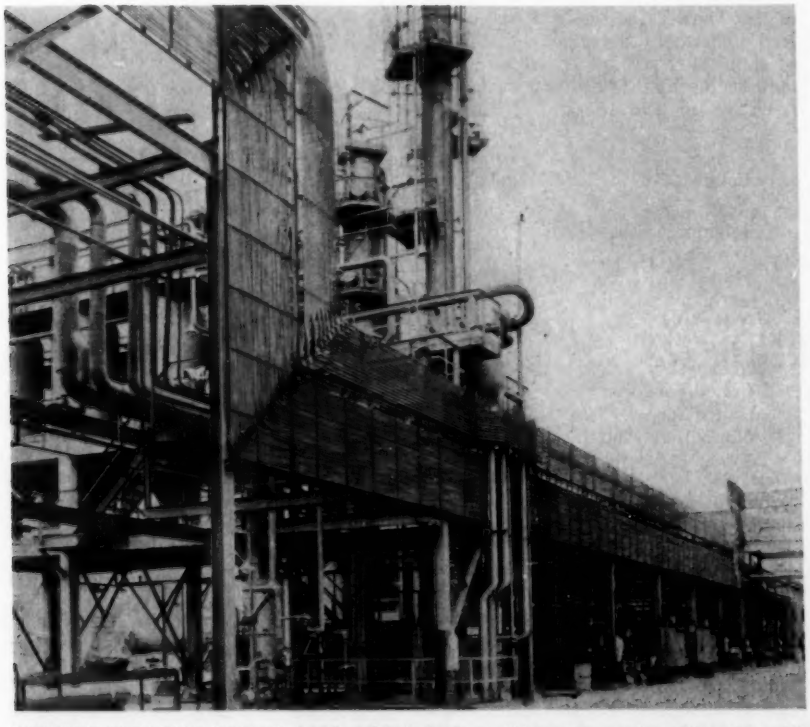
FAWLEY, ENGLAND—Included in the Esso refinery complex is the recent addition of 3 vertical tube steam cracker furnaces, first of this type there.



ANTWERP, BELGIUM—New topping unit the firm designed and built, one of over 200 overseas jobs for petroleum & chemical plants and power plants.



GLOUCESTER, ENGLAND—2 Thermofax vaporizers built by the firm for British Nylon Spinners, Ltd. Main boiler room and vaporizer controls shown.



BUTADIENE EXTRACTION UNIT—Designed and built by Foster Wheeler Corporation, this unit has 130 miles of instrument air lines and 100 miles of electric cable within it, and is being enlarged. It is part of the Esso Petroleum Co. refinery at Fawley, England. Enlargement has been underway since 1950.

cedures must change to keep the organization flexible enough to cope with any type of challenge. This flexibility is maintained by training procedures, by constantly reviewing all activities, and by conducting periodic seminars for officials from the parent corporation and the subsidiaries.

Foster Wheeler and its worldwide network still utilize variations of the three techniques mentioned earlier—but on a much more complex level than in the early days of overseas expansion. The parent corporation now additionally provides such aids as the servicing of engineering functions to subsidiaries through a complex computer system.

Intricate operations

This sophistication is essential to a corporation engaged in such demanding operations as the lubricating oil refinery being built for Aquila S.p.A. in Trieste. In this case, the Italian subsidiary, Foster Wheeler Italiana, has the contract and is responsible for the job. The London subsidiary, Foster Wheeler Limited, assisted with the estimate, contract negotiations and process design. The parent corporation coached London on the over-all processing scheme. London then did the detail design, from which Milan developed the work for the plant. Milan, in turn, subcontracted some of this work

back to London because of other demands on its own facilities.

In another example, Foster Wheeler is now supervising construction of a 150,000-kilowatt power station for Empresa Nacional de Electricidad S.A., the Spanish national power authority, at Compostela, in northwest Spain. Recently, a 235,000-pound, 60-foot-long boiler drum manufactured in the corporation's Mountaintop, Pa., plant was shipped through the port of Baltimore for this station.

More than 200 processing plants in Europe, the Middle East, Africa, Asia, and Australia bear the Foster Wheeler imprint.

While Foster Wheeler and its subsidiaries remain a U.S.-owned corporation (except for partial local ownership of the Japanese subsidiary), this world-renowned engineering firm is able to compete anywhere with abilities, personnel and equipment that might normally be expected only of a local operator. As a result, some 50% of Foster Wheeler's revenues in recent years have been generated abroad. The company is in a position to contribute to the continuing growth of Common Market nations and the industrializing countries of Africa, South America and other areas.

Ethiopia relaxes payment rules for some imports

Ethiopia has lifted various restrictions on methods of payment for certain categories of imports under an Exchange Control Notice to Importers dated April 8, 1963.

Importers are no longer obliged to obtain exchange-control import licenses before actually placing orders, but need only submit 3 copies of supplier's invoices certified by the buyer as being true and correct. The supplier's invoices are to be obtained sufficiently in advance of presentation of shipping documents to enable importers to obtain their exchange licenses.

Payments for imports may still be made against presentation of documents sent on collection, or may now be made by clean transfer. Payment on documents against acceptance will be readily authorized provided usance does not exceed 90 days.

A previous restriction under which certain classes of documents could be imported only against letter of credit or against payment of documents at sight is thus superseded. To open letters of credit, licenses are still required in advance and importers are obliged to submit to the Exchange Control 3 copies of the sales contract, confirmation of sale or a proforma invoice, signed by the suppliers and containing a full description of the goods, cost-insurance-and-freight value, delivery terms, and method of payment.

Consortium pledges $915 million to aid India's 3d plan year

Group to reconvene in Washington in July for additional pledges

The Consortium of governments and institutions interested in development assistance to India recently held its eighth meeting in Paris under the chairmanship of the World Bank. The meeting was held to discuss aid for India during the third year of India's Third Five-Year Plan.

At the beginning of the Third Plan the Indian Government assessed the total requirement of external assistance from all sources, including non-Consortium countries and private foreign investment, at $5,460 million. Against this, Consortium members have already pledged $2,365 million of aid to India for the first 2 years of the Third Plan. At the Paris meeting they undertook to make additional aid of about $915 million available for commitment during the third year of the Plan.

Pledges for 1963/64 are:

Countries	Pledges ($ million equivalent)
Austria	3.85
Belgium	10
Canada	30.5
France	20
Germany	65.35
Italy	35
Japan	60
Netherlands	11.1
United Kingdom	84
United States	375
World Bank and IDA	220
TOTAL	914.8

Some members of the Consortium said that they might be in a position to increase their pledges later in the year. On the U.S. Government's suggestion, it was agreed that the meeting should reconvene in Washington in July to consider additional pledges for 1963/64. Depending on the amount of additional pledges forthcoming from other sources, the U.S. representative indicated that his Government would be prepared to raise its own pledge for the year up to a maximum of $450 million.

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RENEW—When you get the first notice.

Austria and Switzerland to be visited by U.S. Trade Mission October 12-Nov. 16

To promote direct sale of U.S. products and establishment of new agencies representing U.S. firms in area with great trade possibilities

The Department of Commerce will sponsor a Trade Mission to Austria and Switzerland, two countries which offer excellent opportunities for an increase in U.S. exports.

This Mission, the first ever to visit Switzerland and the second one to Austria, will operate from October 12-November 1 in Switzerland and from November 3-16 in Austria.

The purpose will be to promote U.S. exports through the direct sale of products and through the establishment of agencies and distributorships. The Mission members will also take with them Business Proposals submitted by U.S. firms (see accompanying article). Opportunities will also be sought for U.S. businessmen for profitable joint-venture operations and licensing arrangements.

Switzerland and Austria are excellent markets for a great variety of consumer goods. Switzerland has been one of the best customers of the U.S. for many years with total imports amounting to about $300 million annually. Austria's global imports on a per capita basis now outnumber those of many of the larger industrialized countries of Western Europe, and the opportunity exists for U.S. traders to export to Austria goods valued at nearly $100 million a year.

Trade Information Centers will be established in the most strategically located cities in the two countries, e.g., Vienna, Linz, Bale, and Zurich, for private interviews with Austrian and Swiss businessmen. Trade Mission libraries, consisting of more than 500 U.S. Trade and Industrial publications and directories used to identify the latest U.S. products and U.S. sources of supply, will be housed in the Centers.

The Mission will consist of five or six U.S. businessmen and two officials of the Department of Commerce serving as Team Director and Trade Development Officer. They will make plant visits and meet with local businessmen in various cities in the two countries.

The businessmen will be experienced in the following fields:

Women's apparel

Authority on merchandising of women's apparel, emphasizing the latest fashions in women's dresses, blouses, and outerwear in the medium to low price range. Must be familiar with supply sources in the United States for these items of apparel. Able to advise on considerations involved in adapting U.S. seasonal changes and delivery schedules to the Swiss and Austrian markets.

Children's clothes

Knowledgeable of a wide range of textiles, dress materials, man-made fibers and fabrics of cotton (for example, cotton prints, drills, piece goods, and printed toweling). Able to identify U.S. sources of supply.

General appliances

All types of household labor-saving appliances such as toasters, can openers, electric disposals, knife sharpeners, electric grills, dishwashers, refrigerators. Able to discuss sources, style, design, delivery time and merchandising techniques.

Leisure equipment

Knowledgeable in U.S. sources of supply and trends in all sporting goods including camping and picnicking equip-

Market profile—Austria

Area—32,369 square miles. About the size of Maine.
Population—7,074,000 at end of 1960. Vienna (capital) 1,627,000; Graz 237,000; Linz 196,000.
Currency—$1.00=26 Austrian schillings.
Gross National Product—In terms of current prices, estimated at $7.17 billion in 1962.
Motor Vehicles—About 1,423,000 at end of 1961, of which 475,347 were cars.
Industry—Developing rapidly in the last decade. Principal industries: steel, machinery, textiles and chemicals.
Value of Foreign Trade—(1962) Total exports: $1.26 billion of which $49 million to the U.S.
Imports—(1962) Total imports $1.55 billion of which $86.5 million from the U.S.

Market profile—Switzerland

Area—15,944 square miles; about twice the size of New Jersey.
Population—5,600,000 mid-year of 1962. Largest city: Zurich, 439,600. Capital: Bern, 166,000.
Currency—$1.00 = 4.33 Swiss francs. Foreign exchange and gold reserves at end of January 1963 $2.6 billion.
Per Capita Income—One of highest standards of living in Europe. Annual income per capita $1,463. ($2,328 in United States)
Gross National Product—$8.1 billion in 1962.
Industry—Principal industries: Machinery, watches, precision instruments and pharmaceuticals.
Exports—Valued at $2.2 billion in 1962; to Europe $1.3 billion; and U.S. $211 million of which wrist watches, $52 million, machinery, $42 million, textiles, $23 million.
Imports—Valued at $3 billion; from Europe $2.3 billion; from the U.S. $295 million of which machinery and vehicles $104 million; metals $12.4 million; textiles $20 million; chemicals $32.6 million.

ment, fishing tackle, archery, volleyball, basketball, golf equipment. Experienced in marketing of toys, games, and hobbycraft.

Furniture, accessories

Experienced in general phases of the furniture market including case goods, upholstered furniture and accessories, i.e., pictures, lamps, fixtures.

If possible, he should also possess a related knowledge of drapery and upholstery fabrics.

Knowledge of U.S. sources of supply.

Businessmen interested in serving on this Mission are requested to submit their applications to the Director, Trade Missions Program, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or to any Department of Commerce field office.

Business proposals open door to new overseas trade

Consumer Goods Trade Mission asks U.S. firms to submit data on trade contacts wanted

The U.S. Consumer Goods Trade Mission to Austria and Switzerland will take Business Proposals of American firms interested in obtaining trade contacts in the countries to be visited. The closing date for submission of Business Proposals to the Trade Missions Division is August 20th.

U.S. firms with a product or service to sell, those seeking agency or distributor relationships or firms interested in entering into other business arrangements are invited to participate in this program.

The Business Proposal submitted will be printed in summary form without identification or address, in a booklet which will be distributed throughout Switzerland and Austria prior to the arrival of the Mission. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member in regard to a specific U.S. Proposal. U.S. firms will be provided the names of those firms in Switzerland and Austria which have a definite interest in their Business Proposal in order that follow-up action can be taken.

Consumer goods only

In contemplating use of the Business Proposal Service, it is urged that careful consideration be given to the practicality of each particular product or service to the countries to be visited, Austria and Switzerland. It is required that Business Proposals be limited to items pertaining to the consumer goods field.

To submit proposal

To submit a Business Proposal, please answer the questions below and submit with two carbon copies to the Director, U.S. Consumer Goods Trade Mission to Austria and Switzerland, Bureau of International Commerce, Washington 25, D.C. Submit a separate set of proposals for each country.

1. What product or service do you wish to sell or offer?
2. Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. Note: The Trade Mission will not seek a substitute for an established agent.
3. Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
4. Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
5. Do you wish to import for your own account or act as a commission agent?
6. What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material in order that the Mission Member can make the most effective sales presentation. Data on the size and scope of your firm, catalogues and price lists are appropriate for this use. Price information should include Cost-Insurance-Freight (CIF) quotations.

If you are representing several firms, you may find it advantageous to submit a separate Business Proposal for each client, with each specified by name and contact.

If your firm offers a wide variety of products, summarize them by commodity groups in your letter.

Printed material on your product or service may be included with your Business Proposal for distribution to firms in Switzerland and Austria. However, no more than fifty single sheets can be shipped abroad for each Business Proposal.

35 word summary

A booklet containing a summary of all Business Proposals will be distributed in Switzerland and Austria. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.

Need current report

Your Business Proposal must be accompanied by one of the following: (1) Department of Commerce Form 1A 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

American U. establishes international business lab

An International Business Research Laboratory, which will be available to American and foreign businessmen, is being established at The American University in Washington, D.C.

The lab will provide facilities to uncover the dynamic growth factors in businesses which are vital to the economic growth of western countries.

Population and income statistics, regulations and laws of foreign countries on product labeling, and surveys of consumer preferences and attitudes are being collected. Film slides of retailing shops and warehousing facilities in many countries, maps of market density, newspaper circulation zones, and other reference material on advertising media coverage in major foreign markets will be available for research in improving overseas operations.

Projectors, photocopying machines, and professionally organized indexes will be included in the Laboratory equipment. Package samples and detailed files of market survey reports and actual company experiences will be collected.

Selling abroad 'natural thing' for pen agency

Gets 'E' award in Washington; '62 exports were $26 million

Is getting into the export field a difficult task?

No, according to the Fountain Pen and Mechanical Pencil Manufacturers Association. Frank L. King, the trade association's executive vice president, put it very simply:

"Selling our products abroad was a very natural thing for us because of the long-time interest on the part of our members." He added that the association has "worked closely with the Department of Commerce for many years in the export area."

For its efforts, and for its program to get its industry members to increase their exports year by year, the association received President Kennedy's "E" award June 6. Draper Daniels, National Export Expansion Coordinator, presented the award to Alfred P. Diotte, president of the association, during that organization's semi-annual convention in Washington.

The award consists of a blue and gold citation signed for President Kennedy by Secretary of Commerce Luther H. Hodges, a blue and white "E" pennant, and lapel pins.

$26 million in sales

King reported that the association sold $26 million worth of its products abroad in 1962, representing "about 17% of the total production."

Several of the programs which the association has engaged in are as follows:

1. Analysis of export statistics by country of destination.
2. Analysis of exports to the European Common Market and Outer Seven countries.
3. Support of the Administration's foreign trade legislation.
4. Arrangement of an export expansion conference with Department of Commerce officials.
5. Study of barriers to foreign trade.
6. Participation in development of short market survey on fountain pens and mechanical pencils, and distribution of material received to association members.

AN 'E' WINNER'S STORY

Good showing in offshore race helps young firm sell boats; employs 10 dealers abroad

High degree of 'seakindliness' important factor in popularity of Bertram Yacht Division craft

Entering an offshore powerboat race in the English Channel is a novel way for a company to increase its exports.

The Miami-based Bertram Yacht Division did that, and was successful. One boat finished first in its class and second overall. The second was leading the fleet when it developed engine trouble.

The showing in the race, plus the quality of the fiberglass construction of the boats, won the interest of the trade and the public. This enabled the firm's president, Richard B. Bertram, to return home with two dealers, one in London and one in France.

All this took place in August of 1961. The firm, a division of the Nautec Corporation, New York, started its volume production in January that same year. In the fiscal year following the race, Bertram upped its exports over seven times the figure reported in the January-July 1961 period. The export volume now represents more than 10% of the total production.

The Bertram Division has since added 8 dealers abroad in its drive to increase exports. It has made sales in Italy, Australia, Tahiti, Germany and Venezuela, in addition to exporting to Canada, England

TEST RUN: Richard B. Bertram (right), head of Bertram Yacht Division, Miami, takes one of his firm's latest pleasure boats for a test ride. With him is an unidentified member of the Corps of Engineers. The company, not quite 3 years old, is fast increasing its sales abroad of boats such as this one.

and France. It now employs 400 persons.

Mr. Bertram pointed out that there has been a sizeable increase of productivity efficiency for each man in the firm and that a record has been established for "on time arrival" unequalled in the industry.

'Seakindliness'

The young organization's president says its sales are going up because of the unique performance attributes of the Hunt-designed Bertram full-length "V." This remarkable design, he said, provides the speed of planing boats as well as a high degree of "seakindliness."

"Seakindliness" is a term used by the Bertram firm to describe one of the "chief advantages of our craft." It means, in essence, that the boats can maintain the same speed when they encounter rough seas. Other boats may have to cut their speed in such a situation, the firm reports, "but not ours."

There are other reasons for the popularity of their boats, Mr. Bertram said.

One of the chief advantages of the Bertram high impact fiberglass hull is its low maintenance cost as compared to wood construction.

The company recently announced a revolutionary warranty program, unique in the industry, according to Mr. Bertram. This unconditionally guarantees all fiberglass parts, including the hull and deck for 3 years. The warranty is retroactive and Bertram has requested everyone who has purchased one of their boats, regardless of when, to contact their dealer if any troubles develop.

Other achievements during the past year include the introduction of a 38-foot Flybridge Cruiser—responsible in part for the increase in dollar sales volume during the current fiscal year.

50-footer on way

Mr. Bertram said a new 50-foot yacht will be in production shortly before next Christmas. This boat, he said, will be the largest stock fiberglass boat ever put into volume production.

Among the many bright spots at Bertram, he said, is the fact that all orders placed by dealers are still on an allocation basis. This has been true since the first boat was offered to the dealers.

Like all firms in the boating industry, this one too has its problems. One of these, however, is different from the usual ones. "While many corporation executives in the boating industry knit their brows," Mr. Bertram said recently, "over maintaining and increasing sales to support production we wrestle with an entirely different problem. Ours is how to deliver enough boats to keep our customers and dealers happy."

Happy Birthday!

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

If you follow the masthead far enough down, you will discover that *International Commerce* has a managing editor and a graphic arts director. What you may not realize is that this weekly also has the largest staff of knowledgeable correspondents, if the least winners of spelling bees, of any publication in the world.

When Fred Otis, the Pickwickian curmudgeon of the editorial room, wants a piece on the textile situation in Sweden, for instance, as he did recently, he cables Gustav Larson, our commercial attache in Stockholm, and an essay returns immediately.

"We have reporters in every country," says Otis. "Usually they are people other papers interview. Commercial officers at embassies contribute on-the-scene news that no other magazine could ever duplicate."

This is a publication, however, that declares plagiarism desirable, and, in even smaller print than the editor's name (a graphic arts first!), gives permission to cheat, steal and rob its literary output.

International Commerce is the largest selling weekly magazine in the United States devoted to export. McGraw Hill's *International Management* has a larger circulation, but this is a monthly, and the *Journal of Commerce's* International Edition, in second place, appears fortnightly.

This publication dates back so far that on its last birthday there were 83 candles on every slice of cake. It has had more names than a string of Pullman cars. This issue marks the first anniversary of its present title, but more importantly, the conclusion of a year of new style, couturiered in the high fashion silks of new type, exciting, fresh headlines and dramatic photographs (remember the elephants transporting DDT in South East Asia?), all done in an atmosphere of dash and adventure.

Only *International Commerce* has the manpower abroad to analyze in depth such markets as Germany, which it did last November, to report routinely such facts as that Turkish businessmen are seeking American investors for a brewery, or to print dew-fresh trade viewpoints of a returning mission, as it did with the Italian industrial automation group in January, showering 12 articles in a single issue covering the economy of that single country.

Take an ordinary week. The literary output, which comes from the only press corps to own and even wear tuxedos, includes market profiles (a regular outstanding feature) on Norway and Denmark, an article by Christian Herter, dispatches from Buenos Aires, Reykjavik and a dozen world centers besides a wrap-up of the tariff situation in a hundred countries. These appeared on March 4, 1963.

Certainly the girls in the bridge club never knew, as *International Commerce* reported recently, that the Trucial States, which include seven sheikdoms in the Persian Gulf area, have a 2½% duty on merchandise arriving by sea, but only 2% if it comes by air. Nor have most of us realized that tariffs on opium in Oman are 75%, but that motor cars may be imported at only 20%.

Recently there was an analysis of market conditions in over fifty countries, written in more detail than the statistics reported by baseball writers during spring training.

Whatever muse smiles warmingly on the Commerce Department second floor offices, cluttered usually to look like a picnic grove on Monday morning, the staff week after week spearheads the United States export drive, with a roundelay whose burden is the increase of international trade.

The only American product the editors believe should not be exported is their magazine. Too many sales leads are printed.

In this business you light the candles instead of blowing them out.

Happy Birthday!

U.K. trend to informal eating noted by market research firm; catering equipment show set in London

Sales of light cooking equipment to rise steadily over next several years; U.S. companies urged to enter market

What's cooking in Britain?

Light, hot snacks, reports Comart Research, Ltd., of London. The coffee shops and hamburger bars now "appearing in numbers" thus have created a good market for equipment for quick cooking "in all its forms."

Pubs to go along

In addition, the nearly 62,000 English pubs apparently will go along with the trend toward informal eating, "thereby tremendously increasing the market potential," the research organization points out.

U.S. manufacturers of institutional catering equipment will have a good chance to take advantage of this situation early next year. The London Trade Center will hold a display of this type equipment January 21-31, 1964.

The Trade Center display will coincide with the biennial International Hotel and Catering Exhibition to be held in London Jan. 21-30 at the Hotel Olympia. This exhibition is expected to attract the entire U.K. trade to London.

The Trade Center promotion will be restricted to standard lines of U.S. equipment for light, quick cooking in all forms, and for serving and dispensing food and drink. Associated equipment such as dishwashers, peelers, food shaping machines and similar labor-saving devices will also be included.

Trade Center officials said larger equipment such as machines designed for custom-built installations should not be included in displays by U.S. firms.

In its market survey, Comart Research limited its study to "significant equipment" for catering—specifically "all types of food processing equipment and dishwashers." The survey, which excluded minor equipment such as china, hollowware and cutlery, covered all types of institutional catering such as hotels, restaurants, schools and hospitals.

Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Growth to be steady

The U.K. catering industry probably will show a "steady rather than spectacular" growth. The sales of meals and refreshments, which totaled $1.72 billion last year, should reach $2.20 billion by 1970, the research organization pointed out.

In terms of equipment sales, this means the British will buy $48 million worth by that time. The 1962 figure was $31 million.

Places to eat

The survey firm pointed out that the U.K. has about 145,000 catering establishments, 62,000 of them pubs. Nearly 27,000 are restaurants, cafes and snackbars. Other figures include: nearly 14,000 fish and chip shops and 3,850 catering contractors. The remainder consists of hotels, camps, canteens and miscellaneous types of caterers.

The specialized places such as steak houses, pizza parlors, hamburger bars and many of the pubs will be in the market for grills, hot dog spits, microwave ovens and related equipment.

Additional information is available from the Bureau of International Commerce, Exhibits Participation Division, Department of Commerce, Washington 25, D.C.

Lyon fair sales total $900,000 for U.S. firms

Future sales may be $4 million; several trade outlets set up

U.S. firms which participated in the March 31-April 8 Lyon International Trade Fair reported total sales of over $900,000. Future sales, they reported should total more than $4 million as a result of their exhibits.

In addition, several companies established sales outlets in France for the first time, many others increased their outlets in southeastern France, an area where they had not been active in the past.

U.S. participation, reports the U.S. Consulate in Lyon, was on a major scale for the first time. Fifty-two U.S. firms had display space—the largest single exhibit at the event.

Most of the U.S. exhibitors reported that if the Department of Commerce decides to sponsor another exhibit in Lyon—the next Lyon International Trade Fair will be held March 15-23, 1964—the companies they represented "would be more than happy to participate," the Consulate said.

Total attendance was 553,220 according to Fair authorities, with 14,315 of the visitors from outside France.

Sporting goods exhibition to take place in Chicago

Sporting goods will be on display next winter at a 5-day show in Chicago, expected to attract buyers from overseas.

The event, to be held Feb. 2-6, is the annual National Sporting Goods Association Convention and Show. Exhibits will be on display at the Palmer House and at McCormick Place.

Over 650 firms, a number of them from foreign countries, are expected to participate. The exhibit categories will include camping equipment, firearms and hunting equipment, fishing tackle and accessories and many other lines.

Additional information is available from Robert J. Youngblood, NSGA Assistant Executive Director, 23 E. Jackson Blvd., Chicago 4, Ill.

Clothing show in Dusseldorf to provide good opportunity for sale of ladies' apparel

German housewife has more spending money; U.S. share of market found 'far smaller' than what it should be

The German housewife, like ladies everywhere, is interested in buying clothes. And she has more spending money these days.

Put the two facts together and they add up to a demand for apparel which has increased remarkably since 1959. For the export-minded U.S. firm, this situation could mean an increase in sales.

An opportunity to accomplish this will be offered clothing manufacturers this fall. The U.S. will officially participate in the Dusseldorf Fair Nov. 3-7 with an export promotion exhibition. The Fair will coincide with the Sales and Fashion Week—Ladies Outer Garments Industry (IGEDO).

Survey of market

A recent Government-sponsored survey of the German market by the J. Walter Thompson Co. of New York bears this out. Outstanding sales opportunities also exist for U.S. infants', children's and teenage apparel.

IGEDO is an important wholesale promotion event for both children's and ladies' outerwear in Germany. Featured at the show this fall will be apparel suitable for all seasons and infants', girls' and ladies' underwear and outerwear. Costume jewelry also may be displayed.

The J. Walter Thompson Co. found, after studying apparel production and consumption and interviewing leading West German manufacturers and buyers, that the average German buyer may order 60% or more of his annual requirements at the IGEDO event.

Admission is restricted to the trade. Over 20,000 buyers attended the 55th show last October.

U.S. share too small

The Thompson Co. found that the U.S. share of the total German market in this field is "far smaller than our potential share." The firm reported further that, "The landed value of other countries' knitted baby-wear, for instance, ranges from 100 to 400 percent higher than U.S. products, yet they sell more.

"In every type of garment except woolen," the firm concluded, "our prices are either comparable or lower."

The Thompson Co. gently chided U.S. firms for not taking advantage of this market by pointing out that the "greater success" of other countries "stems directly from their intelligent and aggressive marketing for some years."

Further information on the survey and the conditions for participation are available from the Bureau of International Commerce, Exhibits Participation Division, Department of Commerce, Washington 25, D.C.

Buying more clothes

The J. Walter Thompson Co., in its survey of the clothing market in Germany, summarized its findings as follows:

The demand for apparel has risen remarkably in the last 4 years as part of a substantial improvement in the standard of living.

Purchases of women's and children's apparel are up 50% over 1959 with only a 4% rise in the population. This represents a 1962 market of over $1 billion f.o.b. factory.

Production of ladies' apparel has increased 50% since 1959 and that of children's wear has doubled. Apparel imports have increased 130% in this period.

Teenagers—with almost one third of the total population in Germany—alone represent a $60 million market. Over 50% of the population is under 35 and more than 20% are in the 0-15 year age group.

Per capita annual income is now over $1100 and average disposable income of a 4-member family in the middle income bracket was over $2300 last year.

Sales of over $500,000 seen at Frankfurt show

The electronics show which just ended at the U.S. Trade Center in Frankfurt proved profitable for at least 10 firms.

The 10 firms reported initial sales during the first 3 days totaling $164,000, with at least $400,000 more in prospect. Two of the 6 exhibiting firms seeking agents announced they had signed agreements.

The show opened June 5 and was scheduled to close June 14.

The German electronic industry, and other sectors, showed a strong interest in U.S. electronic components and testing instruments. Over 475 business visitors, among them representatives of the aircraft, machine tool, electronic, electrical and chemical industries viewed the products of 62 U.S. components and instruments manufacturers.

U.S. participation sought in Thessaloniki exhibition

The Greek Public Power Corporation has invited U.S. electronics firms to take part in the Sept. 1-22 Thessaloniki International Fair.

The organization's Thessaloniki office would like to include in its pavilion exhibits and displays of the most advanced application of electronics, such as in space research and satellites.

The U.S. Consulate General in Thessaloniki reports that while purely commercial products will not be accepted, any firm which wants to publicize its services or products in Greece "will undoubtedly realize an advantage through a scientific exhibit" of the type called for.

Interested U.S. firms have been asked to submit proposals either through the Consulate General or directly to the Public Power Corp., 15 King Constantine St., Thessaloniki.

Communications fair set next October in Genoa

The First International Communications Fair will be held in Genoa Oct. 5-20. It will be combined with the Genoa Aeronautical Fair, scheduled on the same dates.

The United States will operate a Trade Information Center (TIC) at the event.

Brazilian downturn continues; exchange rate depreciated; foreign mining capital approved

Finance Minister pledges to continue anti-inflationary policy; Government agency to help finance private industrial expansion; new Commission directs nationalization of foreign power firms

Business and industry in Brazil following the pattern developing in late March, continued their downward trend in April, with hard consumer goods particularly affected. The production slow-down was attributed to the restrictions placed on credit expansion and price freezes in certain industries in support of the stabilization program, according to the U.S. Embassy in Rio de Janeiro.

Rio de Janeiro industry was hampered by the power shortage which is expected to last until October.

The Belgo-Mineira Steel Company has raised its capitalization from Cr$9 billion to Cr$15 billion, of which Cr$3 billion constitute a reevaluation of assets, and another Cr$3 billion was new money.

The Mannesman Steel Company's new blast furnace, coke oven and other equipment started operations on March 10. This will more than double the company's 1962 ingot production.

In Rio Grande do Sul, the Japanese company Hitachi, Ltd., has signed a contract to install 12,800 new dial telephones in the 4 major cities of the state. The company is also considering the installation of a telecommunications and electronics plant in the state.

Exchange rate depreciated

The only significant recent financial development was the issuance of SUMOC Instruction 239, depreciating the controlled exchange rate from Cr$460—Cr$475 to US$1 and Cr$600—Cr$620 to US$1 (buying and selling) and changing import deposit requirements.

Instruction 239 also raised the contribution quota for coffee exports from the 1962/63 crop to US$26 per 60 kilo bag, and increased the contribution quota for exports of cacao paste and beans from 10% to 20%, while subjecting cacao by-products to an 8% contribution quota.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

At the same time, the Instruction established a contribution quota of Cr$40 per dollar for cotton exports.

False alarms

The Finance Minister, on April 15, cautioned the public against false unemployment alarms whose magnitude has not been supported by findings of official inquiries. He stated that Brazil is entering a pre-stabilization period and will continue its anti-inflationary policy. The cost of living in the State of Guanabara, which includes Rio de Janeiro, rose 20.4% in the first 4 months of 1963.

On April 24 the Minister announced the completion of plans for a new Agency for Stabilization and Development under the National Bank for Economic Development and the Bank of Brazil. The new agency will be charged with attaining a more equitable distribution of capital in basic industry. Under this proposal, the Government would finance around 30% of a company's industrial expansion by subscribing to common stock shares which in turn would be sold to private holders.

The level of currency outstanding at the Caixa de Amortizacao, as of April 30, was Cr$508.8 billion, as opposed to Cr$498.8 at the end of March.

Trade agreement with USSR

Brazil concluded a Trade and Payments Agreement with the USSR, under which trade is expected to reach levels of $160 million, $200 million, and $225 million, both ways, for 1963, 1964, and 1965 respectively. Major items to be exchanged are Soviet wheat, petroleum and petroleum products, machines and equipment; and Brazilian coffee, cotton, and rice.

The most significant April development in the telecommunications field was the establishment of a new Interministerial Commission superseding the Comissao de Nacionalizacao de Empresas de Servicos Publicos (CONESP). Its purpose is to provide high-level direction in the Government's nationalization program affecting the properties of the American and Foreign Power (AMFORP) and the Brazilian Telephone Company (CTB).

The Departomento de Correios e Telegrafos (DCT) recently signed an agreement with Radional and Radiobras establishing a worldwide telex system which would link Brazil with 71 other countries.

Foreign capital authorized

The mineral industry in April was highlighted by a long-awaited decision of the Federal Supreme Court approving participation of foreign capital in mining firms organized in Brazil.

Mining in Northeast Brazil took a turn for the worse, with the closing of 1 of the 2 remaining tungsten mines operating in Rio Grande do Norte and the imminent cessation of activity at the other. The phosphaté mining industry in Pernambuco is also undergoing additional difficulties owing to high production costs. Production of iron ore, the principal mineral export, continued to increase.

Labor agitation continued. Union meetings and mass meetings were scheduled at such scattered points as Brasilia, Pernambuco, Guanabara, Bahia, Santa Catarina, Rio Grande do Sul, and Sao Paulo.

The major agricultural developments of April were the announcement of the Government's plan to double sugar production by 1971; the issuance of SUMOC Instruction No. 239 affecting coffee, cacao and cotton exports particularly;

and the signing of the 5-year Brazil/USSR trade agreement.

Efforts to export large quantities of corn were hampered by lack of adequate port facilities at Santos. The shipping situation was expected to deteriorate as large scale cotton exports began to move in early May.

Porto Alegre reported continued favorable weather and an arrangement for Cr$5.2 billion of federal financing for rice. Rio Grande do Sul expects to export 40,000 metric tons of beef in 1963. The current price is Cr$80 a kilo.

Salvador reported good crop prospects, but local business is protesting the unfavorable treatment given to cacao in SUMOC No. 239 and the sharp drop in export prices for sisal.

Recife reported excellent rains in the interior this year. Good cotton and sugar crops are expected next year and the same should be true of regional food crops to be harvested within the next few months. Meanwhile sugar has disappeared from the market as supplies are being withheld pending the new sugar plan which is expected to provide a substantial price increase. The same situation prevails in Rio de Janeiro.

Japan's exports rose 15%, imports fell 6% last year

The Ministry of Finance of Japan announced on April 8 that customs statistics for fiscal 1962-63 (April 1962-March 1963) show exports at $5,009 million, 15.9% higher than the previous year, and imports at $5,623 million, at 6.4% drop.

Exports of metal and metal products increased by 39.3% and of machinery by 14.4%. By destination, exports to the U.S. and Europe increased more than those to Asia, but exports to Latin America descreased slightly. Imports of steel scrap and cotton declined, but imports of petroleum, machinery, and foodstuff increased somewhat.

Tenders invited for hotel, whaling station down under

The entire assets of a Sydney, Australia hotel are for sale, as well as a whaling station as a going concern in New Zealand. Copies of a descriptive brochure and tender form for purchase of the Chevron Hotel may be obtained from the Commissioner for New South Wales, 680 Fifth Ave., New York, N.Y.

Further details regarding the sale of the whaling station are available from the New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Trade opportunities limited in sluggish Sierra Leone; investment picture clouded

Personal representation a must in this small market; slumping diamond sales remain largest export earner; Government plans decimal currency and national bank

Economic activity remained sluggish as Sierra Leone entered its third year of independence. Considerable investments were made in the mining industries during the past 6-month period, and a few small new industries producing for local consumption have been started or completed, according to the U.S. Embassy in Freetown.

More work was done on Government-financed projects in road building, dam building and construction. However, Sierra Leone's external trade fell considerably in 1962 and general retail trade seems less active now than a year ago.

While there is no indication that the situation will change radically in the immediate future, in the long run there may be some improvement. Sierra Leone has had a stable government and a sound currency since independence. It also has proven mineral resources and there is the likelihood of others being discovered.

Provided political stability is maintained and the liberal foreign investment policy is not changed, Sierra Leone's investment climate may attract more private and public foreign capital, which is essential to the development of the country's economy.

U.S. opportunities limited

With the present low level of commercial activity trade opportunities are somewhat limited. American canned and frozen foods are popular with the relatively small group that can afford to buy them. American clothing, especially used clothing, is imported in noticeable quantities.

Most of the air conditioners and outboard motors sold in Sierra Leone are of American manufacture, and some American construction and mining equipment is also sold. But the possibility of expanding these sales appreciably in the immediate future would appear to be slight.

It has been demonstrated, however, that firms who are able to send a traveling representative to this market have been the most successful in obtaining a share of the market that does exist.

Private investment opportunities in Sierra Leone remain limited. Mineral exploitation has attracted the bulk of present investment and there may be further discoveries in this field which would warrant additional capital outlays.

Plantation agriculture is another investment possibility. The Government would be interested in expanding present agriculture exports as well as developing new ones, i.e., bananas, pineapples, rubber and citrus fruits. The Government would also grant customs and tax benefits for the establishment of new industries to manufacture for local consumption. Such projects would be limited by the size of the local market.

Trade deficit grew

Sierra Leone had a trade deficit of nearly $28 million for the year 1962 (as opposed to $8.4 million for 1961), of which $12.6 million was due to the fact that the Sierra Leone Selection Trust's diamond production was not exported during 1962 and the rest to the drop in exports under the Government's alluvial diamond scheme.

Imports of cotton fabrics, which long have been a staple of trade in Sierra Leone and perhaps represent the best available economic indicator, show a drop of more than 10%. Imports of wool and cotton fabrics, which amounted to $11.2 million during 1961, reached only $8.7 million during 1962.

While it is true that merchants were overstocked at the end of 1961, the same situation existed at the end of last year too, and the 22% drop in cotton cloth imports probably is a fair approximation of the decrease in retail trade as a whole over the last year.

Even though the entire 1962 production of the Sierra Leone Selection Trust, the one large local diamond producer,

was withheld from export awaiting a decision on new marketing procedures, and purchases by the Government Diamond Office from the small diamond diggers were considerably below last year's, diamonds remained Sierra Leone's largest export earner (accounting for 44% of the total).

At the end of the year agreement was reached on the new marketing procedures, half of the Selection Trust's diamonds to go to the international diamond syndicate and half to 3 American companies. At the beginning of the new year 16 month's production, nearly 700,000 carats valued at more than $16.8 million, was exported.

Small diggers

The falling off of exports from the small diggers' production has not shown such a happy recovery, however. Exports of these diamonds were 38% less during 1962 than they had been the previous year. Three reasons have been advanced to explain the drop in production:

★ the rainy season was late and the rivers were high for a longer period than usual;

★ smuggling of diamonds to neighboring countries has increased; and

★ the easily obtainable diamonds have already been discovered and the diggers are finding it increasingly difficult to find more.

The actual cause is, no doubt, a combination of all 3. The first 2 can be corrected, but the third cannot. It seems unlikely, therefore, that alluvial production will again reach the high levels of 1960 and 1961.

The British-owned Sierra Leone Development Company (DELCO) has begun improvements and expansion on its iron ore loading operations at Pepel and its mine at Marampa, which will cost an estimated $23.8 million before completion in 1965. The improvements already completed made it possible to ship a record of nearly 2 million tons valued at $14.2 million during 1962.

At the moment it does not appear that any company is actively interested in developing other iron deposits in Sierra Leone in spite of a Government announcement of a new iron ore and bauxite discovery near Pujehun.

The Sierra Leone Chrome Mines stopped operations completely after shipping the remainder of its mined chromite during the last quarter of 1962. Only a big improvement in the world price of chromium would permit the reopening of the mine.

However, the new year will see the beginning of bauxite shipments by the Swiss-financed Sierra Leone Ore Mining Company from the docks to be built near Gbangbatok, Moyamba district, and these should soon far exceed the value of previous chromite exports. There is also a good possibility that shipments of rutile, titanium dioxide, will begin during 1963.

U.S. subsidiary

A petroleum prospecting agreement between Sierra Leone and a subsidiary of the Tennessee Gas Transmission Company was passed by the House on November 27. The American company has started active exploration of its concession, which is off the southern coast of Sierra Leone.

A Government-sponsored brewery and a privately financed soft drink bottling plant went into production recently. Small paint and tile factories, both private ventures, were also completed. A Government-controlled distillery will be finished in the near future. Construction has started on an American-financed cannery and a $560,000 vegetable oil processing plant at Bo. The Government, in partnership with an Israeli company, has announced its intention to build a $280,000 cement plant and a $1.96 million tourist hotel.

Some definite progress has, therefore, been made towards a degree of industrialization. There were, during the same period. however, signs of a retreat from the policy of an "open door" to private investment. A number of fiery speeches were made in Parliament against foreign control of local businesses and a law was passed in November denying foreigners the right to buy land in Sierra Leone and requiring them to obtain a license before taking a lease for more than 20 years.

The Government has denied any intention of discouraging private investment but a number of firms are holding back on expansion plans until they are certain what the Government's policies will be.

New currency

Sierra Leone has announced it will withdraw from the West African Currency Board, the autonomous board that formerly managed the currency for all of British West Africa, and establish its own national decimal currency which will, however, be tied to the pound sterling. The Board's currency has been more than 100% backed by sterling reserves and Sierra Leone will receive its share of these when it withdraws. In conjunction with the new currency a National Bank will be established.

Sierra Leone joined the IMF, IBRD, IDA and IFC in the latter part of 1962. The Government also signed the international coffee and wheat agreements.

Being Discriminated Against?

If you have experienced difficulties in bidding on or receiving foreign government supply contracts in the past 2 or 3 years, you are requested to supply details to the Bureau of International Commerce. This information is needed for a survey of problems in this area which the Bureau is undertaking.

Difficulties in regard to foreign procurement can take many forms. Your firm may have been interested in and capable of supplying products called for in a bid, but was unable to tender because of inadequate publicity. Perhaps you were unable to obtain the specifications because bids were solicited only from selected sources or were procured by direct negotiations. Specifications may have been drawn which effectively precluded your participation. Financial and other requirements may have been unduly onerous or even impossible to accept.

Though a low bid was tendered, you may have been unsuccessful in obtaining a supply contract because of preference margins favoring domestic bidders. Criteria for awards may have been applied on a discriminatory basis. For example, your low bid may have been set aside in order to favor a domestic company because of national interest or other considerations.

If you have faced this sort of difficulty or have been placed at a disadvantage in bidding on or receiving contract awards for any other reason, the Department of Commerce would be interested in knowing all particulars that can be made public. Documented cases should include at least the following details: Name and full address of company; name of agent or subsidiary abroad that might be involved; country; product; dollar value of the transaction, when possible; and the nature of the problem. In replying, describe the difficulty, your attempt to deal with it, and the final outcome.

Letters in response to this notice should be sent to your Commerce Field Office or to the Trade and Commercial Policy Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Excellent crops, foreign trade upturn pace Paraguayan growth

Revision of U.S.-Paraguay trade agreement discussed; Argentina pulls even with U.S. as import supplier

Owing to very favorable weather conditions, Paraguay's agricultural production went well past expectations during the first quarter of 1963. Imports were down slightly, but exports and general production were above their usual first-quarter levels, according to the U.S. Embassy in Asuncion. The foreign exchange position of both the central bank and commercial banks improved substantially from the low year-end level. Also, the money supply expanded 3.5% during the quarter, and bank credit to the public sector fell by 5.3% and rose 9.4% to the private sector. Consumer credit expanded, and time and savings deposits increased by 17.8%.

The 1963 Government budget indicated an increase in expenditures of 12% above 1962.

Very favorable weather has meant good harvests for wheat, tobacco, sugar, tung nuts, and, in fact, almost every category of agricultural production. Cotton harvesting has just started, but owing to key rains in the early growing stages, early reports indicate that this will be the largest cotton harvest in the last 10 years, at about 45,000 metric tons. Two thirds of the cotton is normally exported, and 80% of the projected 30,000 metric-ton tobacco crop should be available for export, as well as much of the tung nut crop and several thousand tons of sugar.

The issuance of a new agrarian statute indicates a renewed interest by the Paraguayan Government in land problems.

Industry steady

Industrial production rose slightly over the preceeding quarter, but was still at the customary low first quarter level. The meat-packing plants began their 1963 slaughtering season in the latter part of March, and about one-fourth of their supplies will include cattle imported from Argentina.

The Argentine firm Petrominera, S.A. began operation of its new $1.1 million rock-crushing plant on the Paraguay River in March. It is equipped with U.S. machinery. The tannin factory of Campos Y Quebrachales, S.A. at Puerto Sastre was closed permanently on March 1, due to bankruptcy. In early February, the Ministry of Public Works renewed its oil exploration contract with the Brazilian firm, Petroleo Guarani, S.A. (PEGASA).

Also, an Asuncion company was formed to construct and operate a petroleum refinery of 5,000 barrels per day capacity. Land has been acquired on the Paraguay River a few miles south of Asuncion, but actual construction work has not yet begun.

Who to ask

Information on displaying and selling your products through international trade fairs is available from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Tel: WOrth 7-3713.

TV in Asuncion

On March 29, a license to operate a television station in Asuncion was granted to Television Cerro Cora, S.A., a locally incorporated company. No date for beginning operations was given, but plans were well advanced with the equipment and financing expected from European sources. The new station should open up a market in Paraguay for television sets, mainly the battery-operated variety.

As a part of a general decree on tax matters, the Government levied a new 8% tax on exports of agricultural and forest products, but the taxable value of the products affected was lowered as a partial retreat from the decree.

Imports exclusive of foodstuffs declined by 7-8% from the corresponding period of 1962 and also from the previous quarter. The U.S. and Argentina are now about on a par as overall import sources, owing to a general increase in trade with Argentina and the decline in PL480 wheat shipments from the U.S. Exports, though well down from their traditional year-end upsurge, were up by 9% over the first quarter of 1962.

Negotiations between the U.S. and Paraguay for a revision of the bi-lateral trade agreement continued during the period.

The Central Bank's foreign exchange position improved substantially from the low year-end level. The Bank's disposable convertible holdings of gold and foreign exchange increased from $594,000 to $717,000. Net holdings of convertible currencies improved even more, by $367,000. Commercial banks' holdings of foreign exchange also improved during the quarter, rising to $487,000 compared with $154,000 at the year's end.

Bank credit to the public sector underwent a seasonal contraction of 5.3% following the large increase in fourth quarter 1962. Credit to the private sector, however, expanded by 9.4%.

One of the more noteworthy monetary developments in the first quarter was a resumption of the trend toward rapidly increasing time and savings deposits noted in the first 3 quarters of 1962. These deposits increased by 17.8% in first quarter 1963. Some concern has been expressed at the possibly unstable nature of the large 1962-63 build-up in time and savings deposits.

Finances steady

Speculation about the Government's exchange rate policy was settled at least for the time being by the firmly stated position that the present exchange rate would be continued. In support of this policy, moral suasion by the Government impelled union leaders to abandon their efforts to achieve minimum wage increases up to 30%.

For more than a year, now, general price and wage stability has prevailed. During 1962, a trend toward greatly increased use of consumer credit became evident, though overall figures are not available. Interest rates remained steady during the quarter as the Central Bank continued its tight money policy. Tax receipts were also steady, but a decline in revenue from the foreign trade sector in the face of increasing expenditures caused the Government to issue a decree levying a one-time 5% tax on corporate capital. This met with united opposition from business groups, and some modification appears likely.

The Government policy, however, remains one of seeking needed increased revenue from higher direct taxes, principally on property income. The 1963 budget provides, for the first time in several years, for the issuance of treasury bonds—in the amount of 300 million guaranies. Ordinary budgetary expenditures appear to be about 12% above 1962 levels, but if the bonds are fully utilized, the figure could approach 20%.

Falling demand for steel alarms ECSC authorities

Council of Ministers requests talks with other steel producers; prices cut, although many businessmen doubt move's wisdom; producers feel high foreign duties hurt competitive position

Demand for steel in the European Coal and Steel Community recently has been decreasing enough to alarm the ECSC High Authority and steel producers alike. However, until now ECSC steel producers have attempted to cope with the situation by successively cutting prices. This was done although many steel producers consider price cutting ineffectual, as they believe the present demand for steel is inelastic and price cutting will result only in reduced revenue without increasing sales.

Steel production in the entire ECSC during the first quarter of 1963, at 17.9 million metric tons, was 1.5% less than in the same period of 1962. In Germany, the Community's major producer, it was down by 4%.

The High Authority estimates that second quarter production will fall 1% below 1962 levels, but imports will probably be up by about 31%, reaching an estimated 1.05 million tons.

While steel imports into the Community have increased, ECSC exports have fallen sharply. They are expected to rise again slightly in the second quarter of 1963, but, at an estimated 2.95 million tons, they still would be 13.7% lower than the same period last year. High Authority experts believe, however, that there will be a slight rise in Community consumption in the second quarter and that production will reach 18 million tons. The increase will probably be greatest in Germany, where the recent setbacks have been most severe.

Ore mines hurt

At the end of 1962, there were 38,355 workers employed in ECSC iron ore mines as against 51,476 at the end of 1957 and 43,000 at the end of 1961. ECSC representatives claim this is due to increased imports of less expensive foreign ores to which European steel makers are now turning to reduce costs in an effort to remain competitive in a market characterized by constantly falling prices.

According to an ECSC news release, the ECSC Council of Ministers has asked the High Authority to hold bilateral talks on steel industry problems with Great Britain, Austria and Japan to work out a solution to the alleged practice of price cutting prevailing in the international market.

Teamwork

The High Authority has also proposed that the 6 ECSC member countries, France, Germany, Belgium, Netherlands, Luxembourg and Italy, coordinate their policies on steel imports from Communist-bloc countries.

There is some pressure for increases in duties from ECSC steel producers, who complain that member countries' duty rates on steel products are considerably lower than those of their competitors. On the other hand, some members of the ECSC Council of Ministers have made known their desire to maintain the greatest possible competition in the steel industry. The German representative has even suggested negotiating the reduction of ECSC and American steel import duties to zero in the forthcoming Kennedy round of GATT trade negotiations.

International bidding on Colombia power expansion

The World Bank has made a loan equivalent to $8.8 million for the continuing development of electric power in the Cauca Valley of Colombia. The loan will help finance the addition of 60,000 kilowatts of generating capacity; the extension of the transmission system to Buenaventura, Colombia's main Pacific port; the expansion of the distribution system in Cali; and new machinery to mine coal for the system's thermal plant.

The total cost of the project is estimated at the equivalent of $11.2 million. The Bank's loan will cover the foreign exchange requirements and part of the local currency costs of engineering. The generating units have been procured through international competitive bidding and all other major equipment will be obtained on the same basis.

Sagging Japanese movie industry loses more ground

Other entertainment forms cut into film industry's profits

Production of feature motion picture films in Japan dropped sharply in 1962 and attendance at motion picture theaters continued to decline, according to the U.S. Embassy in Tokyo.

A total of 375 feature films were produced in 1962, compared to 535 in 1961 and 547 in 1960. Attendance at motion picture theaters in 1960 totaled 1,014 million, dropped to 863 million in 1961 and further to 662 million in 1962. Reflecting the smaller attendance, the number of theaters regularly exhibiting entertainment films dropped to 6,742 in 1962 from a total of 7,231 in 1961.

Despite declining attendance, overall box-office receipts increased in 1962, amounting to about $211 million (76 billion yen). In 1960 and 1961 receipts were about $202 million (73 billion yen). This increase was the result of sharply raised admission prices. Average admission price in 1961, including tax, was about 103 yen (29 cents) while in 1962 this had risen to 130 yen (36 cents).

Television and other forms of entertainment associated with Japan's "leisure boom" continue to make substantial inroads on the Japanese film industry. There were about 12.6 million television sets in operation in 1962. Attendance at motion picture theaters will probably continue to decline in 1963.

Two major producers of feature films in Japan went out of business in 1961, and among the 5 large film companies presently producing in Japan, 2 are reported in financial distress. Exports are not expected to increase over 1962 earnings of $3.45 million and will probably fall short of the industry target of $4.6 million.

However, 1963 should be a good year for importers of foreign films since the Japanese Government has relaxed restrictions on remittance of film earnings and the number of prints that may be imported, and has raised the import quota for feature films from 231 to 275. Foreign films remain popular and continue to demand premium prices at the ticket windows.

'State of Union Message' lists Gabon's achievements and needs

Varied production ending heavy reliance on wood exports; 14% import tax increase will add to already rising prices

On April 16, 1963, Vice President Paul-Marie Yembit delivered the "State of the Union" address to the Gabonese National Assembly upon the opening of its 1963 session. Some of the more significant points made by Vice President Yembit have been reported by the U.S. Embassy in Libreville and are reproduced below:

France has approved 754 million CFA ($3.04 million) assistance through the F.A.C. The U.S. is building rural schools through the joint assistance of AID and the Peace Corps. The Federal Republic of Germany is about to finance 8 million DM ($2 million) of road construction. The United Nations Special Fund has approved a grant of $2.1 million (523 million CFA) for the feasibility studies of the Owendo-Mekambo Railroad. European Development Fund approved projects now amount to 2,024 million CFA ($8.3 million) for Gabon. There were also numerous scholarships and technical training grants.

Both imports and exports increased in quantity and value. Imports rose 12% from 121,000 to 137,000 metric tons, while exports rose 3% from 1,530,000 to 1,580,000 metric tons. In value, imports rose 8% from $36 million to $39 million, and exports rose 6% from $55 million to $60 million. The apparent favorable balance was $20 million.

Okoume log exports fell from 656,000 tons to 585,000 tons, and the value of okoume exports fell from $27 million to $24 million. Exports of other woods fell from 106,000 tons worth $4 million to 83,000 tons worth $3 million. On the other hand processed woods (sawn wood, veneers and plywood) increased slightly. In sum, wood exports, which had in recent years equaled more than 70% of Gabon's export values, fell to 64% in 1962.

Oil production (exports) rose from 737,000 tons worth $9 million to 816,000 tons worth $10.2 million. Uranium concentrate exports rose from 777 tons worth $5 million to 1,200 tons worth $8.5 million. Manganese from COMILOG (49% U.S. Steel) had its first export of 100,000 tons worth $2.3 million. Gold production amounted to 500 kilograms. Prospectors were active in petroleum, gold, uranium, manganese, lead, silver, and iron.

X MARKS THE SPOT: A helicopter is shown where to drop its load, which will become part of the railroad carrying Gabon's manganese deposits to the sea at Pointe Noire in the Republic of the Congo. Lack of modern transportation facilities has helped depress the living standard in the interior.

Agricultural output

Cocoa production fell to 2,392 tons worth $.86 million from $1.3 million in 1961. Coffee production remained at about 1,200 tons but exports rose from 467 tons worth $.28 million to 650 tons worth $.4 million. Peanut exports were down slightly—220 tons worth $40,000.

First experiments were begun in truck gardening, and the Government is cooperating with F.A.O. in pursuing these experiments in 1963.

Prices rose substantially in 1962 (and will rise further in 1963 due to an increase of about 14% in import taxes) and the Government imposed price controls to try to prevent a price/wage spiral. Prices cannot be expected to fall until Gabon has a port, a better road network, and some real commercial competition. To this end the Government has purchased a large general mercantile store through which it hopes to reduce prices through competition. The Government has also contracted with Transgabon to airlift merchandise and agricultural products between the ports and the interior.

While Gabon's GNP amounts to more than 70,000 CFA per capita ($285), three-fourths of its 470,000 people live from agriculture and their annual income amounts to only a few thousand francs CFA per year (say, $20). The Government's aim for 1963 is to raise the standard of living for those 350,000 inhabitants of the interior.

Outlook

National income, which has doubled since 1956, and which is currently increasing at the rate of 20% per year, is expected to continue to grow in 1963 (wood production will continue depressed due to relocation, but manganese production will increase appreciably).

Although exports of processed goods (plywood, lumber, uranium concentrate) are rising, Gabon is still a raw materials supplier and is subject to crises from the fall of world prices. Therefore Gabon's first aim is the establishment of processing industries.

Studies for a paper pulp factory are well advanced and other studies for an oil refinery, a chocolate factory, and for fish processing are being supported by the Government.

Farrell Lines promotes trade mission to Africa

Farrell Lines, a steamship line which links the U.S. with ports in south, east and west Africa, is planning a September trade mission to introduce U.S. businessmen to African Governmental and business leaders.

The company will arrange meetings in Liberia, the Ivory Coast, Nigeria, Republic of the Congo, South Africa, Southern Rhodesia and Kenya. The program is designed to help expand Farrell Lines trade development as well as to increase U.S. trade with Africa. The Departments of Commerce and State are cooperating in making ar ngements.

Syria nationalizes banks; exchange controls restored

Under a decree issued on May 3 all banks in the Syrian Arab Republic have been nationalized. This reinstates the nationization laws promulgated in July 1961 and canceled after the dissolution of the union with Egypt. Exchange controls similar to those imposed in February 1961 have also been adopted.

Dahomey seeks to broaden trade; enacts liberal investment code

Desires bilateral trade agreements outside the franc area; new bonding company aids local traders become exporters

Dahomey is interested in obtaining more trade wherever she can get it, and has also passed a liberal investment code to attract foreign funds to the many development projects essential to the nation's economic growth.

At a recent press conference, Dahomey's Minister of Commerce reviewed the country's current economic situation, its needs, and plans for economic development.

He acknowledged that Dahomey must broaden her trading contacts (now mostly limited to countries of the franc zone) and indicated that Dahomeys' present associate membership in the European Common Market represents a first step toward the diversification of existing trading channels. Outside the franc area, Dahomey seeks to reach bilateral agreements with any interested country, according to the U.S. Embassy in Cotonou.

In addition to broadening its commercial relations, Dahomey must also increase the volume of its exports, and Africanize its foreign trade by inducing local traders to specialize in foreign commerce. One of the measures to encourage foreign trade was the 1962 creation of a mutual bonding company, Societe de Caution Mutuelle (MUCADA), an instrument to aid its members in obtaining bank loans. Originally created with 34 members and a capital of 10 million CFA francs ($40,000), MUCADA now has 60 members and a capital of 60 million CFA francs ($240,000).

Domestic needs

To meet some of her primary domestic needs, Dahomey must develop and diversify production; establish processing and transformation industries; develop an adequate infrastructure; and find inexpensive energy sources.

Government plans for the country's economic development include the construction during 1963 of a palm oil mill with a capacity of 41,000 metric tons a year, which is to be financed with a $3 million loan from a German company. In the near future, the Government plans the establishment of a cigarette factory, an assembly plant for transistor radios, a factory for making enamelware and plastics, and a bottling plant for mineral water. On a larger scale, the Government hopes to exploit calcium deposits at Pobe and to set up a textile factory.

To attract foreign capital to the country, Dahomey has enacted a liberal Investment Code which guarantees certain basic rights for all investments and provides 3 preferential plans for investments contributing to the country's economic development. An English version of Dahomey's Investment Code is soon to be released by the Africa Division of the Bureau of International Commerce, U.S. Department of Commerce.

EEC publishes directives on farm workers' rights

Two directives requiring each EEC (European Economic Community) member-state to grant the right of free movement and of acquisition of fallow farm land to migrant farm laborers have been published in the EEC's *Official Journal*.

To benefit from the Council of Ministers' directives, a farm laborer must be a national of one EEC country who has been employed under contract as a salaried farmer in another member country for two successive years.

Member-states are directed to accord to qualified migrant farmers the right, already enjoyed by nationals, to acquire or lease real property necessary to farm. Other benefits accorded to these workers include the extension of credits and other forms of support, the right to join cooperatives, and the right to acquire farm land abandoned or fallow for more than two years under the same conditions as nationals of the country in which such lands are located.

LOAN TO TURKISH SUBSIDIARY

A loan of £T 7 million (about $800,000) under the provisions of U.S. Public Law 480, to enable the Turkish subsidiary of a New York corporation to maintain its output of chromite ore, has been announced by the U.S. Aid Mission in Turkey.

Investment firm promotes Indian private industry

Selective investments in basic industries draw foreign capital

The World Bank has recently loaned the equivalent of $30 million to the Industrial Credit and Investment Corporation of India (ICICI), a privately owned and managed development corporation established to promote the growth of private industry in India. The loan will meet the foreign exchange requirements of projects financed by the Corporation.

ICICI was organized in 1955 with the advice and assistance of the World Bank. In its 8 years of operation it has approved financial assistance for 200 industrial projects involving 183 firms for a total amount of 601 million rupees ($127 million equivalent). Among the industries receiving financial assistance from ICICI have been iron and steel, chemical, electrical, mechanical, paper and pulp, shipping, food-processing, textile, metal products, glass, cement and other building materials.

The Corporation has also developed a close relationship with development finance corporations outside India and plans to enlarge its program of technical assistance to new institutions of this type.

ICICI has been successful in mobilizing both local and foreign private participation in its financing operations and in assisting the expansion of the capital market. It is estimated that its operations have resulted in mobilizing a total capital investment equivalent to some $650 million, or 5 times that of its own investments, and in a direct increase of some 60,000 additional jobs. An important feature of ICICI's contribution to the Indian economy has been the quality of its investments. They have come to be more concentrated in newer manufactures such as paper and paperboard, wire ropes, electric cables and steel tubes.

Also, many of ICICI's recent investments have been in such basic industries as engineering and heavy chemicals which stimulate further industrialization. It is in these industries, new to India, where the high standard of appraisal carried out by ICICI has been particularly valuable in developing sound projects, and it is often through them that foreign capital and technical knowledge have come to India.

U.S. advisors help Latins improve tax administration

Internal Revenue Service provides 3 categories of assistance

U.S. assistance will be made available to other countries seeking to improve administration of their tax systems under an interagency agreement announced by Secretary of the Treasury Douglas Dillon and David E. Bell, Administrator of the Agency for International Development.

The agreement, which places the technical resources of the Internal Revenue Service at the disposal of AID and its overseas missions, was developed primarily for Latin America because of high priority given tax reform under the Alliance for Progress. Technical assistance from IRS will be available, however, to countries in other regions.

IRS personnel and, when desirable, tax consultants from state and local governments and from universities and private businesses will be made available both in this country and overseas to assist other nations with tax administration problems.

Three broad categories of assistance will be provided under the terms of the agreement:

- On-the-spot help and advice will be provided to countries desiring to modernize, strengthen, and otherwise improve their tax administration.
- IRS will plan and conduct training programs for foreign tax officials and other government personnel both here and abroad.
- IRS will serve as a general resource office for special studies, technical assistance, and progress appraisals in the tax administration field.

A Foreign Tax Assistance Staff at IRS will coordinate the Revenue Service's responsibilities under the agreement.

The new agreement will continue and expand existing cooperative arrangements between IRS and AID which have been carried out on an informal basis. Since late 1961, more than 200 foreign tax officials have visited the U.S. to study and observe Federal, state, and municipal tax administration in this country.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

2 AID loans help Israel develop arid Eilat area

A 2-purpose plant to turn sea water into drinking water and produce electric power for Israel's port of Eilat will be built with the aid of a $2.4 million U.S. loan authorized by the Agency for International Development.

Another AID loan for Israel, amounting to $4.4 million, will help expand and improve a copper mining and treatment works near Eilat whose ore deposits are said to have been King Solomon's source of copper for the Temple of Jerusalem.

The Israel Electric Corporation, which is responsible for the country's electric power supply, will carry out the first project, retaining the American Electric Power Service Corporation as consulting engineers.

The other AID loan will finance the purchase of U.S. equipment and commodities for expansion of production at the Timna Copper Works and improvement of its copper processing.

The equipment to be installed includes a trackless haulage and conveyor belt system for transporting the ore, additional hydrometallurgical machinery for the mill, and fire-refining facilities.

U.S., Argentina sign investment guarantee accord

Seek to enlarge private investors' role under Alliance for Progress

The U.S. and Argentina signed an agreement authorizing the Agency for International Development to give qualified U.S. citizens and companies investing in Argentina the full range of investment guarantees provided by U.S. law.

A substantial volume of new investment is expected to flow to Argentina under the Alliance for Progress, as a result of the expanded AID insurance program.

Expands old pact

The accord expands the limited coverage provided in a 1959 agreement with Argentina which authorized AID to insure U.S. investors against non-convertibility of currency. The new agreement reflects more recent U.S. legislation which offers a broader range of coverage, including expropriation, war and civil strife, as well as "extended risk" guarantees. The legislation seeks to encourage private U.S. investment abroad and is expected to provide additional incentives for private enterprise to undertake a greater role in the Alliance for Progress throughout the Hemisphere.

AID officials report that pending applications for insurance which have been awaiting the availability of broader investment guarantee coverage, involve potential new investments of more than $400 million.

Morocco gets $20 million for U.S. goods, services

The Agency for International Development has announced the signing of a $20 million supporting assistance loan to Morocco. It will be used entirely for the purchase of U.S. goods and services in support of Morocco's economic development.

The Moroccan currency generated by sale of U.S. goods and services procured under the loan will be used for development projects jointly agreed upon.

Austrian trader permanently denied U.S. export rights

Transshipped strategic electronic equipment to Soviet Bloc nation

Otto Poeschl and his firm Arga Warenhandelsgesellschaft, of Vienna, Austria, have been denied all U.S. export privileges for flagrant violations of the U.S. Export Control Act.

A Bureau of International Commerce default denial order, effective June 12, was issued following completion of an investigation and a hearing on charges of violations. Poeschl and his company failed to answer the Bureau's charges that between July 14, 1960, and March 31, 1961, they purchased $7,560 worth of strategic U.S. electronic equipment (3 oscilloscopes and 14 plug-in units) which they transshipped from Austria to a Soviet bloc destination in violation of U.S. law.

The Bureau found that Poeschl had obtained the U.S. goods on the basis of import certificates issued by the Austrian Government which he submitted to his suppliers. In each instance, he falsely informed the Austrians that the U.S. equipment would be used in Austria, although he knew that they were to be transshipped to the Soviet bloc despite specific notices that this was contrary to U.S. law.

The order also stated that Poeschl in July 1961 similarly attempted to obtain other strategic U.S. electronic instruments worth $13,000. In this instance, it was found that the purportedly official Austrian import certificate which he gave to his supplier was a forgery, and his plan to ship these goods to the Soviet bloc was frustrated.

Under arrest

Poeschl was arrested in 1962 by the Austrian Government as a ringleader of a group engaged in the theft of strategic metals from an Austrian plant for sale to Soviet bloc customers.

The permanent denial order supersedes temporary denial orders in effect since October 3, 1962, against Poeschl and his company pending completion of the Bureau's investigation and findings.

The order provides that Poeschl and Arga, and all persons and firms related to them, are prohibited from ordering, buying, receiving and disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data so long as U.S. export controls are in effect. The order further states that no other person or firm may deal with them or on their behalf with respect to U.S. goods; to do so would subject them to a similar denial of U.S. export privileges.

Pakistan buys $3.1 million worth of Food for Peace

Amendment of a Food for Peace agreement with Pakistan to finance the sale by U.S. suppliers of $3.1 million worth of dry edible peas, beans, and sweetened condensed milk has been announced by the U.S. Department of Agriculture. Payment will be in Pakistani rupees.

Financing will be from funds provided in the Title I, Public Law 480 agreement of Oct. 14, 1961.

Sales will be by U.S. private traders, and purchase authorizations will be announced later.

The proceeds from this sale are to be used for loans by the Agency for International Development to private U.S. and Pakistani business firms; for loans and grants for economic development; for payment of U.S. obligations abroad; and for various other U.S. purposes.

Tariff Commission rejects folding door complaint

The U.S. Tariff Commission has dismissed a complaint by the Clopay Corporation of Cincinnati, charging unfair competition and acts in the importation and sale of folding doors allegedly made in accordance with the complainant's U.S. patent.

The preliminary inquiry disclosed that only 1 domestic concern has imported the folding doors in question; the complainant has not instituted an infringement action in a Federal court against the importer or any other person; and the complainant has not notified the importer of the alleged infringements and demanded that they be terminated.

The Commission is of the opinion that the complainant has an adequate remedy in the Federal courts.

Israel affiliates of 4 U.S. firms get Cooley loans

5th firm gets loan for project aiding exports of U.S. farm goods

Israeli affiliates of 4 American business firms have received local currency loans from the Agency for International Development totaling the equivalent of $854,000.

AID announced that the loans, made through the Agency's office in Tel Aviv, were in Israeli pounds which the U.S. has received from the sale of American agricultural commodities to Israel under Public Law 480, the Food for Peace legislation. They were negotiated under provisions of the Cooley amendment authorizing such loans from PL 480 sales receipts.

Recipients

Loan recipients, their American affiliates and the amounts in Israeli pounds and dollar equivalents are:

★ Sampson Tire and Rubber Co., Ltd., affiliate of General Tire and Rubber Company of Akron, Ohio, IŁ 900,000 ($300,000), to manufacture tires, tubes and rubber products.

★ Sefen Ltd., affiliate of Israel Development Corporation, New York, IŁ 710,000 ($237,000), to expand production of laminated plastic manufacture.

★ GADOT Chemical Tankers and Terminals, Ltd., affiliate of Stanalchem, Inc., New York, IŁ 500,000 ($167,000), to expand storage facilities for liquid chemicals and edible oil.

★ Isfael Alabama Wire Corp., Ltd., affiliate of Alabama Wire Company of Birmingham, IŁ 450,000 ($150,000), to establish facilities for production of wire and screening products.

Further loan

Also announced was a loan of 800,000 Israeli pounds ($267,000) to Dagon Batey-Mamguroth Le-Israel Ltd., to enlarge grain storage facilities in Haifa. While this company has no American affiliate, the loan will contribute to the marketing of American agricultural products overseas and therefore meets the requirements for local currency loans.

Import quotas up as South Africa opens door wider

Allocations increased for raw materials, other items

South Africa's Ministry of Economic Affairs has announced additional 1963 import quota allocations of consumer goods, raw materials, and capital equipment, the U.S. Embassy in Pretoria reports.

Goods in Group A of the Quota List were given an additional allocation equal to 50% of an importer's average imports in 1959-60. This brings total allocations for the group to 110% of the volume of the base years.

Group B goods were accorded an additional allocation of 15% of an importer's assessment basis, bringing the group total to 45% of the base-period volume. Allocations for rice were increased to 100% of 1960 imports, and those for textile piece goods are now at 75% of the 1959-60 average.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Raw materials

Merchants importing raw materials are to receive an additional 50% allocation, bringing their total to 100% of 1960 imports. This grant excludes structural timber and fertilizers. Manufacturers will continue to receive permits for raw-materials imports up to the level necessary for 6 months' consumption.

Importers of capital equipment will be granted their full reasonable requirements, provided such equipment is not or cannot be manufactured economically in South Africa.

These additional allocations were published in the *South African Government Gazette*, Number 496, May 10, 1963.

[Details of the import control system —including full listings of commodities subject to different licensing requirements—are provided in *Licensing and Exchange Controls—Republic of South Africa* (OBR-63-86), available from any Commerce Department field office at 15¢ a copy].

Tunisia concentrates on horticulture development

Tunisia's Secretary of Agriculture has released figures pointing up the emphasis being placed on development of a horticultural program, the U.S. Embassy in Tunis reports.

At present, 250,000 families benefit directly from some phase of horticulture. With Agency for International Development (AID) technical assistance the Government hopes to increase this figure to 400,000 by the end of the 3-Year Pre-Plan and to 700,000 by the scheduled end of the 10-Year Plan in 1971. By that time it is hoped that there will be over 7 million fruit trees in the field replenished by Government nurseries—1,050,000 in truck crops. This would make Tunisia entirely self-sufficient in fruits and vegetables and eliminate the annual loss of foreign exchange from importation of fruit seedlings (valued in 1959 at over $1 million). Exports of fresh vegetables increased from about $610,000 in 1961 to well over $1 million in 1962. Vegetable preserves (tomato paste) exports increased from $370,000 to $682,000. Fruit juices and fruit preserves exports went up from $1.8 million in 1960 to almost $2.9 million in 1962.

Italy summarizes rules on tourist agents, buses

Italy's Ministry of Transport has summarized its regulations on activities of foreign tourist buses and foreign travel agents. These regulations also cover international bus lines, shuttle services (round-trip tours), closed-door circuit or tourist tours, and motor-bus circulation, including specifications, the U.S. Embassy in Rome reports.

A loan copy of an informal English translation of these regulations is available from the European Division (OIRE), Bureau of International Commerce, Department of Commerce, Washington 25, D. C.

U.S.-to-Mali exporters alerted on rule changes

U.S. exporters to Mali are warned that the presentation of an import license by a Malian importer is no longer sufficient guarantee that the importer will be allowed to import a particular commodity, the U.S. Embassy in Bamako reports.

A serious shortage of foreign exchange at the Bank of the Republic of Mali (BRM) has caused a large backlog of unserviced import licenses, and no relief is seen for the immediate future.

The Bank has announced that no further import transactions will be honored unless covered by a documentary bank credit *(credit documentaire)*. This step was taken to tighten guarantees to foreign exporters against possible fraudulent actions by Malian importers.

Unless U.S. exporters wish to run the risk of having payments for merchandise blocked by the Government of Mali, they should ship goods only when notified by an importer's bank that a documentary credit has been opened by the Malian importer. Such a credit will state that the importer has deposited an import license, an exchange-transfer authorization, and necessary funds at his bank to guarantee payment for the imported merchandise.

Central Africa steps up rubber, palm-oil activity

The Central African Republic recently (Decree No. 63-107) provided for the creation of a National Enterprise for Agricultural Exploitation, according to the U.S. Embassy in Bangui. The new body is empowered to establish plantations and processing facilities for producing rubber and palm oil.

The Enterprise may also give assistance to private groups engaged in similar activities, provided that they sign a contract of association with it. Provision is made for the administration and capitalization of the undertaking, its control by the Council of Ministers, the division of its profits, and its dissolution.

European firms look for know-how, capital to expand production

Projects range from snow plows to pet foods, automobile accessories, electrical items, plastic or foundry products, comminutors

Technical and financial assistance are sought by 9 European firms to produce varied goods.

Specifically, these companies want licenses, joint ventures and capital to manufacture U.S. automobile accessories, electrical machinery, comminutors, foundry products, pet foods, plastics and snow plows.

Automobile accessories

Germany. Reciprocal licensing arrangements asked by manufacturer of automobile accessories to make floor carpets, ash trays, safety belts, seat covers and upholstery and mirrors. Gebr. Happich GmbH, 62-76 Neuenteich, 56 Wuppertal-Elberfeld.

Spain. Manufacturer of hydraulic brakes and components seeks license to make U.S. hydraulic and other brake systems for automotive use as well as accessories, including brake fluid and components parts. Talleres Villa, S.A., La Ripa 3, Zaragoza.

Comminutors

England. Manufacturer of sluice gates, valves and sewage accessories seeks a license to produce a complete range of sewage comminutors. Ham, Baker & Co., Ltd., Langley Green, Oldbury, Birmingham.

Electrical machinery

France. License sought for the production of small electrical machinery such as tools, household appliances and hardware items. Ets. L. Mercier & Cie, 17 Rue de Belfort, Besancon (Doubs).

Foundry

Spain. Iron foundry seeks licensing arrangement for foundry products including alloys and/or U.S. financial participation for expansion and modernization. Montanes Hermanos, S.R.C., Princess 11, Zaragoza.

Pet foods

Ireland. A firm that collects inedible offals remaining after meat processing uses these materials to produce protein meal and high-energy fats for animal feedstuffs. It is interested in collaborating with an American pet food manufacturer to make canned pet food.

The volume of investment needed for such a project is estimated to range from $280,000 to $420,000, depending on the scale of operations. The Northern Ireland Government would be likely to extend a grant of one-third of the investment in plant and equipment.

The Irish firm would make available supplies of raw materials and would assist in the provision of essential services such as siting, transport, sewerage facilities and maintenance of machinery. The firm would expect a return in the form of a fixed fee for use of site, sewerage works and other services which would be charged at cost. Ulster Farm By-Products, Ltd., Glenavy, County Antrim.

Plastics

Germany. Manufacturer of plastic foam seeks an American partner, preferably a producer of base materials for plastic foam, in order to expand production. C. A. Greiner & Soehne KG, P.O.B. 67, 744 Nuertingen/Neckar.

Netherlands. License sought for the manufacture of plastic products, especially apparatus for air-conditioning installations. Colasit-Holand, N.V., Engelseweg, P.O. Box 105, 's-Hertogenbosch.

Snow plows

England. License wanted to produce self-propelled and/or truck-mounted snow plows. Goodenough Engineering Group, 112 Jermynn St., London, SW 1.

Ryukyus offer growing market for U.S. fertilizer

Islands can serve as distributor to other Asian market areas

The High Commissioner of the U.S. Civil Administration of the Ryukyu Islands has suggested that the market for fertilizers and agricultural chemicals in these islands may be of interest to U.S. industry.

Possibilities exist not only as a potential market but also as a site for establishing trans-shipment facilities to other Asian countries. Annual consumption of fertilizers in the Ryukyu Islands has increased from approximately 28,000 metric tons in the 1958 fertilizer year to 50,355 tons in 1961.

Fertilizer materials are imported primarily from Japan and mixed locally by the Ryukyan Federation of Agricultural Cooperatives and the Ryukyu Fertilizer Company. These organizations and several sugar manufacturers distribute the fertilizers.

The primary commercial crops of the Ryukyu Islands are sugar cane and pineapples, neither of which are competitive on the world market at present. The cost of agricultural production could probably be lowered by increased usage of fertilizer as well as better adaptation of the type of fertilizer to the soil's needs.

U.S. companies may do well to investigate the possibilities of fertilizer production in the Ryukyu Islands, as well as the feasibility of shipping in bulk and arranging with local distributors for packaging and marketing.

Taiwan welcomes acetylene black, eyeglass investors

Preliminary study indicates profitable area for investment

Preliminary studies made by the Industrial Development and Investment Center of Taiwan indicate that the manufacture of acetylene black and eyeglass lenses and frames should prove profitable to U.S. investors. Investment feasibility studies of these proposals by U.S. firms would be welcome.

Current domestic demand for acetylene black amounts to 660 tons but is expected to increase to 1,300 tons in the next 2 or 3 years. Taiwan's requirement for acetylene black is met entirely by imports. Calcium carbide is now available in Taiwan at $90 per metric ton (2,204 lbs.) ex-factory.

The demand for lenses is estimated at 647,500 pairs by 1964. A conservative estimate places the demand for frames at 80% of the lens demand. Eyeglass lenses in Taiwan are imported principally from Japan. Frames, except common grades made in Taiwan, are also imported.

Firms seriously interested in either proposal may obtain further details by writing to Office of International Investment File 3-2816-1 (Acetylene Black) or File 3-3851-1 (Eyeglass Lenses and Frames), Bureau of International Commerce, U.S. Dept. of Commerce, Washington 25, D.C.

Foreign firms want to make wide variety of U.S. products

Manufacturers in Australia, Canada and Europe, are interested in making controls and heating equipment, fabricated metal products, industrial machinery, plastic toys, public works equipment, relays and weighing equipment with technical and some financial assistance from U.S. firms.

Controls

Netherlands. Coal and gas-stove manufacturer seeks reciprocal licensing arrangement to produce gas-regulating and measuring equipment and other equipment for gas space heating. N.V. Metaalwarenfabriek INALFA, 83 Maasheseweg, Venraay.

Fabricated metal products

Australia. Air-conditioning designer seeks license to manufacture domestic and industrial heating and air-conditioning equipment. Central Heating & Appliances, 51 Concord Rd., Concord, New South Wales.

Canada. Producer of grey iron castings seeks license to make products involving metal fabrication and assembly. Adanac Foundry Industries, Ltd., Grand Mere, P.Q.

Germany. License sought for production of precision steel parts of the following description; 30 to 70 mm in diameter, turned from bars, finished by milling, drilling, hardening, grinding and galvanizing. The firm is interested in parts for vehicles, household machines and builders hardware. Prazisions-Werke Bruninghaus & Co. K.G., Postfach 6626, 48 Bielefeld. Netherlands License sought to make small metal parts of high accuracy, which require milling or grinding. Nepas N.V., 70a Hengelosestraat, Enschede.

Manufacturer of stamped metal items for office use seeks a license to produce similar items. Egidius Janssen N.V., Spoorstraat 85, Tegelen.

Manufacturer of lighting fixtures seeks license to diversify its production into other lines in the light metal field. N.V. Maatschappij voor Metaalbewerking Industria, 115 Rozenlaan. Rotterdam-12a.

Industrial machinery

Netherlands. License wanted to make hydraulic presses and other heavy industrial goods. Amsterdamse Droogdok Maatschappij, 56 Meeuwenlaan.

Manufacturer of cotton and circular knitting machines seeks license to make additional textile machinery and machine metalworking and hydraulic tools not to exceed 1½ tons. Textiel Machine Reading N.V., Almelo.

Plastics

Netherlands. Manufacturer of hygienic toys seeks joint venture for the production of plastic baby clothes and toys. Mr. J. J. Van Rossum, 96 Kanaalweg, Utrecht.

Public works equipment

Spain. Joint venture sought by manufacturer of public works equipment whereby U.S. firm would invest $200,000 in cash and license the manufacture of one or several public works machines. The Spanish firm specializes in the production of a general line of machinery and equipment including road scrapers, concrete shreaders, and finishers, asphalt laying machines, road rollers and paving machines, diesel locomotives, motors and industrial furnaces. Instalaciones Industriales, S.A., P.O. Box 393, Bilbao.

Relays

Netherlands. License to make relays for protection, signaling, and measuring or control is sought by manufacturer of a general line of standard and custom built relays. N.V. Instrumentenfabriek H.M. Smitt, 3-5 Middellaan, Bilthoven.

Scales

Netherlands. Manufacturer of weighing equipment seeks license for the production of newly developed types of light and heavy industrial scales. Snelwegerfabriek Prior, 122 Zuidkade, Boskoop.

Aid for investors

Some of the investment opportunities in developing countries published here each week may be eligible for financial assistance. This assistance is available to American investors under the programs administered by the Agency for International Development (AID).

The AID programs cover investment surveys, investment guaranties and loans in both dollars and local currencies.

More detailed information on financial assistance and the many services offered by the Department of Commerce is available in *Aids to Business (Overseas Investment)*, reviewed in the January 28th issue of *International Commerce*, page 40.

The informative 46-page booklet is available at 25 cents a copy from The Superintendent of Documents, Government Printing Office, Washington 25, D.C.

Request the booklet by title and identification code as follows: *Aids to Business (Overseas Investment)*, Code S18.2:B96.

A 25% discount is allowed on orders of 100 or more copies going to the same address.

Study backs manufacture of fans, irons in Thailand

A feasibility study completed in February by EBASCO Services Incorporated for the U.S. Operations Mission to Thailand and the Thai Board of Investment concludes that the manufacture of electric fans and flat irons in Thailand is feasible and potentially profitable. Assembly of household refrigerators might be feasible and profitable within an initial 5-year period under present laws governing incentive benefits to new industries but, the report notes, tariff protection might be inadequate to justify the operation after that period.

The comprehensive 59-page EBASCO study discusses the market for electrical appliances in Thailand, manufacturing methods and facilities, operations and costs.

Firms experienced in manufacturing and assembling household electrical appliances who might be seriously interested in establishing an operation in Thailand can obtain a loan copy of the study. Write to the Office of International Investment, File No. 3-3630-2, Bureau of International Commerce, U.S. Dept. of Commerce, Washington 25, D.C.

Mexican firm wants to make industrial boilers jointly

A Mexican importer-exporter proposes a joint venture for the manufacture of industrial boilers.

U.S. investors would be required to furnish know-how and about $100,000 to establish a small plant.

The Mexican firm proposes to manufacture industrial, water or fire tube type (Scotch marine) boilers, ranging from 5 to 1,500 hp. with steam-pressure capacities of from 100 to 300 pounds.

Write to Importaciones y Exportaciones Universales, S.A., Carretera Saltillo 1, Monterrey, N.L.

Brazilian steel mill wants help in using by-products

A large and modern Brazilian iron and steel mill invites joint venture proposals from U.S. companies interested in establishing plants to utilize the mill's by-products. By-products of pig iron production available for exploitation are benzol-nitration (grade 465.633M3), industrial benzol 60%, industrial toluol, solvent naphtha, and tar. Write Amaro Lanari, President Usiminas-Usinas Siderurgicas Minas Gerais S.A., Rua Timbiras 2387, Belo Horizonte, Minas Gerais, Brazil.

Hydraulic dredge, equipment sought by Pakistan

The West Pakistan Water and Power Development Authority intends to call for tenders for the furnishing of one 18-inch hydraulic dredge and related equipment for the Trimmu-Sidhnai Link Canal.

The dredge will be installed in a desilting basin downstream of the Link head-regulator to remove silt entering the canal from the river. The dredge and related equipment will be procured as a sub-contract under the Link construction project, financed through the Indus Basin Development Fund being administered by the International Bank for Reconstruction and Development (World Bank).

Work will consist of furnishing all labor, services, materials, plant, equipment, supplies; f.o.b. manufacturer's plant, and services of an erection engineer at the project site.

Dredge will be demountable, floating, hydraulic suction, cutterhead type, furnished complete with related equipment including dredge tender, floating and shore discharge pipeline, and stationary pipeline derricks.

Invitations to submit tenders, along with specifications for the project, will be issued only to firms presenting satisfactory evidence of having successfully produced equipment of a similar nature.

Those firms who wish to be included on a list to receive the contract documents and specifications are requested to submit the following information to the Authority's Consultants, Tipton and Kalmbach, Inc., 831-14th St., Denver 2, Colo., with a copy to the West Pakistan Water and Power Development Authority at 28 Davis Rd. (P.O. box 589), Lahore, West Pakistan: 1) Name of Company or firm; 2) Country of Domicile; 3) Full address, name and title of person to whom future correspondence should be directed; and 4) Record of experience on similar work in the form of a "brochure," list of equipment fabricated and other data of a similar nature.

The foregoing information should be sent airmail to reach the offices of the Authority's Consultants on or before July 1. Firms who have expressed an interest in the project by submitting the required information and satisfactory evidence of competency will subsequently receive the contract documents and specifications and an invitation to submit a tender for furnishing the dredge and related equipment for the project.

Indian government seeks measuring, testing equipment

The Government of India invites bids under seven separate tenders for scientific measuring and testing equipment for the Atomic Energy Establishment, Trombay, India.

These include automatic temperature controls, two; laboratory pneumatic force balance, miniature recorders, seven; filter test leaf kit; signal generator; ph meter; and frequency counter meter.

Bid tender numbers cover AEE/P/MIA/43, 44, 50, 29, 98, 99 and 100. Bid deadlines range from June 18 to July 4. Each tender bid is an independent bid for a specific item and should therefore be quoted separately and individually.

Tender forms, including specifications of requirements, can be obtained from the Atomic Energy Establishment Trombay, (Purchase Division), Government of India, Mohatta Bldg., Palton Rd., Bombay 1, India.

Copies of the tenders are also available on loan to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.★ (Telephone: WOrth 7-2312).

Pumping, filtering equipment requested by Tunisia

The Societe Tunisienne de l'Electricite et du Gaz, (STEG) 38, Rue de Besancon, Tunis, Tunisia, has issued two tenders, both due July 15, for equipment for the sea-water pumping and filtering station in La Goulette.

One tender calls for the study, manufacturing, transportation, and setting up of filtering screens. The other tender calls for the study, manufacturing, transportation and setting up of various motor-pumps.

Plans and specifications are in French. One set is available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, Business and Defense Services Administration, Rm. 4022, Department of Commerce, Washington 25, D.C.

Indian steel company issues expansion plans

Hindustan Steel, Ltd., Rourkela, Orissa, India, has issued documents covering the supply and erection of a pipe bituminising plant.

Bid deadline for tender no. COS/P/EXP/63 is August 2.

A set of documents is available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, Business and Defense Services Administration, Rm. 4022, Department of Commerce, Washington 25, D.C.

Machinery, equipment, tools needed by Chile navy yards

The Astilleros y Maestranzas de la Armada (ASMAR), Calle Varas 343, Casilla 150-V, Valparaiso, Chile, requests bids for the supply of a wide variety of machinery, equipment and tools for the modernization, standardization and enlargement of existing shipbuilding yards and workshops in the Valparaiso, Talcahuano and Punta Arenas.

Tender No. 4186/93 has a deadline of July 22.

A copy of the specifications for the first stage of the plan, in Spanish, is available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment Division, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-5589).

Ecuador invites tenders for hospital equipment

The Secretaria de la Caja de Pensiones, Quito, Ecuador, invites bids for equipment required in the construction of the Hospital del Seguro Social.

Bids shall be accompanied by a bank guarantee effective for 120 days in favor of the Caja de Pensiones, or by a certified check payable to the Caja de Pensiones, in the amount indicated in each category.

The equipment required is: 1) plumbing fixtures (washstands, water closets, bathtubs, showers, drinking fountains), with the exceptions of special fixtures for surgery rooms ($7,009); 2) passenger, freight, bed elevators ($11,682); 3) electrical current transformers ($2,336); 4) garbage incinerator ($935); and 5) locks ($1,402).

Bid deadline is 6 p.m., July 1. Preference will be given to those bidders which offer assistance in financing the purchase of the equipment.

Bids may be submitted for all of the five categories or for any one of them. Only those offers which quote prices on the total materials required in a category will be considered.

Bids shall be submitted in sealed, waxed envelopes inscribed: "Hospital del Seguro Social de Quito Propuesta para el rubro No. ———" to the Secretaria de la Caja de Pensiones, Segundo Piso, Edificio Matriz, Calle Flores no. 732, Quito, Ecuador. Specifications covering the equipment may be obtained from the Secretaria at the given address; requests should be accompanied by US $10.00 to cover air mail postage.

Blueprints of the hospital building may be obtained for 500 Sucres (approx. US $25.00) from the Departamento de Planificacion de la Caja de Pensiones, Calle Flores 732, Quito, Ecuador.

Steel water pipe offers asked by Syrian firm

Fathallah Mourad, Rue Chouhade, Aleppo, Syria, desires offers from American firms for 2,400 m. (7,782') of steel piping 700 mm. in dia. (28").

The pipe is to be used in connection with the expansion of the Aleppo city water system. Interested firms are to contact Fathallah Mourad at the above address before June 25. The cable address is FAMOURAD.

A WTD dated 12/11/62 on the Syrian company is available from Commercial Intelligence Division, Rm. 1830B, Department of Commerce, Washington 25, D.C.

Taiwan extends bid deadline

Information from Taiwan indicates that the closing date for submission of bids under job no. GFD-15327 (h) covering mobile vhf radio communication equipment, (INTERNATIONAL COMMERCE, June 3, P. 40), has been extended from June 10 to July 10.

Interested firms can review tender documents, specifications, instructions in the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2334).

Water system expansion planned by Jamaica

Sealed proposals for expanding the water system in the area of Port Maria/Oracabessa, Jamaica, will be received by the Government of Jamaica until noon, July 12, and will be opened and read in public at 2:00 p.m. the same day.

The work includes the provision of all materials and the construction of two 500,000 gal., and one 250,000 gal. reinforced concrete reservoirs, the entombment of a spring, construction of chlorination facilities, approx. two miles of four-in. and eight-in. dia. class 150 asbestos cement pipelines and approx. 20 miles of 4, 10, 12, 14, and 16 in. dia. classes 150 and 250 cast iron pipeline, all inclusive of appurtenances.

Notice inviting bids, instruction to bidders, proposal forms, specifications and drawings may be examined at the Office of the Chief Engineer, Water Supplies Branch, 15 Caledonia Ave., Kingston 5, Jamaica, and will be furnished on deposit of ten pounds (£10) per set.

Documents will be sent airmail to the U.S. or elsewhere on receipt of an additional, separate, non-refundable payment of two pounds (£2), or U.S. $5.90 per set for postage. The deposit shall only be returned to the bidder upon return of the documents and the submission of a bonafide bid.

Firms eligible to bid for this work shall be local (Jamaican) firms, joint venture firms (U.S. or local firms), U.S. firms or foreign subsidiaries of U.S. firms.

All bids shall be addressed to the Permanent Secretary, Ministry of Local Government, Headquarters House, Duke St., Kingston, Jamaica. Loan no. 532-L-001. U.S. source. Bid deadline July 12. Government of Jamaica.

Philippines needs equipment for hydroelectric project

Bids are requested for the supply of draft tube gates, frames and guides, lifting beam and gate hoisting equipment for the main and auxiliary power stations of the Angat River Hydroelectric Project, Bulacan Province, Philippines, by the National Power Corp., 161 Bonifacio Dr., Port Area, P.O. box 2123, Manila, Philippines.

Bids close July 9.

One set of specifications is available for review only in the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington 25, D.C. (Telephone. WOrth 7-4242.)

Malaya seeks contractors to build power station

The Central Electricity Board of the Federation of Malaya requests applications from experienced civil engineering contractors interested in bidding on the Prai Thermal Power Station contract no. 1388/22.

The work consists of offshore construction of cooling water pumphouse and pipe gantry, approx. 1,400 ft. long; piling for substructures of buildings and oil tanks; substructures for machinery buildings and other structures; roadways, drainage, fencing.

Applications must include financial statement of responsibility and technical experience including at least three recent projects of a similar type.

Applications accompanied by $140.00 deposit, refundable, should be forwarded to Chief Engineer, Preece, Cardew & Rider, Seventh fl., Mercantile Bank Bldg., 1921 Market St., Kuala Lumpur, Malaya, and must be received not later than July 8. Bid documents and invitations will be mailed directly to qualifying applicants during August.

A copy of notification of this request is available for loan from the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242).

Indian corporation seeks pneumatic tools, hoists

The Damodar Valley Corp., Anderson House, Alipore, Calcutta 27, invites bids on compressors, pneumatic tools, pulley blocks and hoists by tender no. PC/1/50/63-64/Pt-111, bid deadline July 8.

The equipment includes: 1) Three (3) compressors, 500 cu. ft./min. cap., at 100 psig, 400 v. 4-wire 50 cycle; 2) Two (2) pneumatic tool sets; 3) Nine (9) pneumatic hoists, 4-1000 lb. 60 ft. lift, 4-2000 lb. 50 ft. lift, 1-4000 lb. 50 ft. lift; 4) Six (6) pneumatic dewatering pumps, 150 gal/min at 40 ft. head; 5) Fourteen (14) portable pneumatic concrete vibrators; 6) Six (6) triple gear chain pulley blocks; 7) Thirteen (13) pull lift hoists; and 8) Three (3) electric hoists, capacity 10,000 lb., 20,000 lb. and 40,000 lb. respectively.

Copies of the tender document may be obtained from the Chief Accounts Officer at the given address at $2.10 (Rs. 10) per set.

One copy is available on a short term loan basis to firms located in the U.S. from the General Industrial Equipment Division, Business and Defense Services Administration, Rm. 4022, Department of Commerce, Washington 25, D.C.

Ceylon government railway needs locomotive scales

Worldwide tenders have been called for by the Chairman, Tender Board, Ministry of Transport and Works, P.O. box 547, Colombo, Ceylon, for the supply of two locomotive weight scales—200 to 260 lt. The closing date of the tender is August 14.

Interested companies may obtain a copy of the tender documents from the Transportation Equipment Division, BDSA, Rm. 4320, Department of Commerce, Washington 25, D.C., or from the Embassy of Ceylon, (Ref: US/COM/29/19), Washington, D.C.

Steel gates, trashracks requested by Greece

The Public Power Corp., 30 Chalkokondyli St., Athens, Greece, invites bids for steel gates, trashracks and controls for the Edessa Hydroelectric Project. The value of the equipment is estimated at $60,000. Bid deadline for this tender, No. DMPM-153, is July 1.

Tender documents may be reviewed in the Building Materials and Construction Industries Division, BDSA, Rm. 4002, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-5255.)

Bids requested by Burma for raw pharmaceuticals

The Burma Pharmaceutical Industry, Gyogon, Insein, Burma, has issued a list of raw pharmaceuticals covering a year's requirements, containing 393 items.

The list consists of medicinal organic and inorganic chemicals of bp. and bpc. standards.

Among the raw materials desired are: acacia, acetic acid, boric acid, citric acid; aconite, aloes, caraway; fixed and volatile oils; organic and inorganic substances used in manufacturing galenical preparations; piperazine, aspirin, chloramphenical, folic acid, meprobamate sulfonamide drugs, ascorbic acid, phenobarbital for making tablets.

Quantities range from 1 to 245,000 k. depending on the substances; from 1 to 19,000 l.; 205 t. of light soda ash.

U.S. chemical and pharmaceutical firms interested in submitting bids should contact the Sales Manager, Burma Pharmaceutical Industry, Gyogon, Insein, Burma.

A list of the commodities required with the quantities is available for review only in Rm. 4421, Chemical and Rubber Division, BDSA, Department of Commerce, Washington 25, D.C.

Australia asks bids for electronic unit

The Postmaster-General's Department, Melbourne, Australia, has issued tender no. C-9217, closing August 13, for the supply of one audio-frequency variable time delay unit for the Research Laboratories.

The unit is to have two output channels, be adjustable from approx. zero to 1000 milliseconds, and to be calibrated to permit settings within plus or minus 5 milli-seconds, for signals in the frequency range of 40 c/s to 15 kc/s.

The tenders are to be delivered to the Controller, Stores and Contracts, Postmaster-General's Department, 114 Russell St., Melbourne C.1, Australia, by 3:00 p.m. August 13.

Copies of the bid specifications are available for review in the Electronics Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2334).

Greece extends deadline for radio, TV stations bids

The Greek National Broadcasting Institute has announced that the bid deadline for the submission of tenders for the radio and television project has been extended from July 1 to August 1.

The project calls for furnishing three TV stations, eight FM stations, a radio program center, and a TV program center in Athens. (INTERNATIONAL COMMERCE, August 15, p. 25.)

Copies of the bid specifications are available at the offices of the Economic Counselors of the Greek Embassy, Washington D.C., or the Greek Consulate General, New York, N.Y.

Specifications are also available for review at the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2334).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

- **■ indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**
- **● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**
- **★★ indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**
- **WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

011 Field Crop Farms

■ **VIETNAM**—Raw cane or beet sugar, 5,000 mt., polarization 96% min., in new gunny bags, maximum weight 250 lb., carrying AID mark. Fas, fob value, c&f Saigon. To arrive in Saigon not later than August 15. A bid bond in amount of $15,000 for each lot must be deposited in a local bank on behalf of the buyer. Sample of sugar offered is required. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. Limited worldwide source (901). Bid deadline June 22. Cong Ty Duong Viet Nam, 193-203 Tran Hung Dao, Saigon.

013 Livestock Farms

CANADA—Live young goats, 2-7 months old, to supply specialty meat, dairy product markets in the larger cities of Canada. Salvatore Bertucci, (importer, distributor), 217 Clinton St., Toronto, Ontario. WTD 5/14/63.

019 Commercial Farms

JAPAN—Pure-blood hunting dogs. Rokkomann, Inc., (importer), Maruyei Bldg., 24 Itachibori-Minami-Dori 1-chome, Nishi Ku, Osaka, (P.O. box 36, Nishinari, Osaka).

121 Bituminous Coal

● **CEYLON**—160,000 t., best selected grade locomotive coal for use by Ceylon Government Railways, during period October 1, 1963 to September 30, 1964. Ceylon Government Railway specification no. 13, bid deadline August 7. Chairman, Tender Bd., Ministry of Transport and Works, Transworks House, P.O. box 547, Colombo. Copies of conditions may be obtained by firms located in the U.S. from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C. (Telephone: WOrth 7-2421.)★

145 Clay, Ceramic, Refractory Minerals

VENEZUELA—Chins clay, cobalt, feldspar for the manufacture of plumbing fixtures. Direct purchase and agency. Representaciones Lieven C.A., (sales agent), Apartamento 53-G, Edificio Monaco, Avenida San Felipe, La Castellans, Caracas. WTD 11/15/62.

149 Nonmetallic Minerals

NETHERLANDS—Uncut semi-precious stones, polished on one side; unmounted cut stones; drilled for stringing together and suitable for necklaces, other jewelry. Handelsonderneming Triumph, (importer), 23 Ridderlaan, Utrecht.

200 Food

AUSTRALIA—Smoked and canned fish of all varieties. Wilson Enterprises, (importer, agent), Box S.1529, G.P.O., Perth, Western Australia. WTD 5/23/63.

EL SALVADOR—Skimmed powdered milk, U.S. spray process; wheat flour; wheat, rice, corn; canned food. Direct purchase and agency. Requests replies in Spanish. Representaciones Internacionales, (commission agent), la. Calle Poniente no. 532, Apartado Postal 625, San Salvador. WTD 11/15/62.

GREECE—Diabetic foods. Direct purchase and agency. Pierre A. Hagipanagou, (sales agent), 26 Socratous St., Athens. WTD 2/18/63.

NETHERLANDS—Canned foods for chain and department stores, to be marketed under store labels. Direct purchase and agency. G.P. Hirsch, (sales agent), Simon Stevinweg 157, Hilversum.

★★ **SWEDEN—Trade Mission**

Wholesaler interested in U.S. food lines. Edstrom Trading Co. AB, Kungsgatan 33, Stockholm. WTD 6/19/61. I.R. 48.

★★ Agent wishes to represent U.S. companies producing foods and related products for resale. Torkel Gauffin AB, Stockholm Ö. I.R. 66.

201 Meat Products

★★ **SWEDEN—Trade Mission**

Importer interested in U.S. products in food line—meat and meat products, dairy products and U.S.-produced frozen berries of all kinds. AB Meropa, Grev Turegatan 18, Stockholm Ö. I.R. 64.

202 Dairy Products

BOLIVIA—Canned evaporated and condensed milk. Trebol, Ltda., Casilla 2828, Avenida Peru Esquina Montes, La Paz. WTD 4/26/62.

203 Canning, Preserving Foods

AUSTRALIA—Pickles, mustard, condiments. Wilson Enterprises, (importer, agent), Box S.1529, G.P.O., Perth, Western Australia. WTD 5/23/63.

GERMANY—Canned fruit, vegetables, especially asparagus, mushrooms. Direct purchase and agency. Kurt Franke, (importer, sales agent, broker), Falkenstrasse 36, Bremen.

ITALY—Canned foods: lobster, shrimp, crabs, crabmeat, pineapple, pork and beans, fruit, salad, grapefruit juice, prune juice, cranberry sauce, peanut butter, shelled pecans, shelled cashews, shelled brazils, chinese foods. Edoardo Bondolfi, (importer, wholesaler, retailer), Via Baldo degli Ubaldi 78-94 A, Rome.

NETHERLANDS—Canned fruit, meat, fish. Mr. Ab. Blaauw, (importing distributor), 61 St. Jacobstraat, Utrecht.

NORWAY—Canned fruit juices, particularly citrus. Koff-Kjop A/S, (purchasing organization), 12 Tollbugaten, Oslo. WTD 12/14/60.

204 Grain Mill Products

GREECE—Maize, barley, soya, meatmeal, fishmeal, oyster meal. Direct purchase and agency. John Sirigo, (importer, wholesaler, exporter), 4 Sekeri St., Athens 138. WTD 5/20/63.

ITALY—Breakfast cereal; corn flakes, bran flakes, whole wheat shreds, shredded wheat

flakes, oven-toasted rice, oat meal. Edoardo Bondolfi, (importer, wholesaler, retailer), Via Baldo degli Ubaldi 78-94 A, Rome.

KUWAIT—Milled, par-boiled rice. Direct purchase and agency. Jassim Mohammad al-Ali al-Wazzan, (general merchandise, commission agent), P.O. box 124, Kuwait. WTD 11/25/61.

NETHERLANDS ANTILLES—Rice, corn meal. L.H. Palacios N.V., (importer, retailers, wholesaler, agent), P.O. box 59, Curacao. WTD 2/12/63.

PERU—Animal feed. Requests replies in Spanish. Casa Agropecuaria S.A., (importer), San Jose 211, Casilla 511, Arequipa. WTD 5/17/63.

PORTUGAL—Soy cake, ground nut cake, cotton seed cake, alfalfa meal, wheat and corn feed. Totalimento—Exportacao e Importacao de Produtos Alimentares, Lda., (importer, exporter, wholesaler), 4-2 Esq., Rua Dos Condes de Monsanto, Lisbon 2. WTD 5/7/63.

SPAIN—Supplements or concentrate livestock feeds; also corn, barley, other grains. Transportes Arpesa, (transport company), Cuesta de Santo Domingo 7, 4° Izda, Madrid. WTD 4/29/63.

208 Beverage Industries

ETHIOPIA—Soft drinks. Getachew Gabre-Yohannes, (import, export), P.O. box 2311, Addis Ababa. WTD 5/22/63.

209 Food Preparations

ENGLAND—Prime lard. Direct purchase and agency. Wynmouth Lehr & Co., Ltd., (exporters, importers), 2 Thames House, Queen St. Pl., London EC. 4. WTD 6/14/61.

GERMANY—Honey, both packed in cans or drums for sale to packers, wholesalers, and in small containers, including plastic tubes, for direct sale to consumers. Direct purchase and agency. Kurt Franke, (importer, sales agent, broker), Falkenstrasse 36, Bremen.

Light amber honey in glass jars of 500 g. net weight; packed in cardboard cartons of 12 and/or 24 jars. Desires offers of 500 to 1,000 carton lots on c.i.f. Hamburg price quotation basis. Horst Bode, (importer), Deichstrasse 38, Hamburg 11.

PAKISTAN—Tallow. Direct purchase and agency. Blue Feather Affiliations, (manufacturer's agent, commission merchant), 16 Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

PERU—Dried garlic. Requests replies in Spanish. Casa Agropecuaria S.A., (importer), San Jose 211, Casilla 511, Arequipa. WTD 5/17/63.

220 Textile Mill Products

ENGLAND—Piece goods in the cheap to medium price ranges; also wearing apparel, cotton suntops, knitwear. Direct purchase and agency. Mr. L. Springer, (sales agent), 26 Fountain St., Manchester 2. WTD 5/9/63.

GERMANY—Unfinished cotton, rayon, artificial silk, synthetic fiber fabrics. Manufaktur Koechlin, Baumgartner & Cie,AG., (manufacturer, exporter), 5 Fabrikstrasse, Loerrach, Baden. WTD 5/3/63.

ISRAEL—No-iron fabrics, white, for dress-shirts; pastel shades, for leisure-shirts. Israel Mastercraft, (exporter, manufacturer), P.O. box 14158, Tel Aviv. WTD 3/22/62

KUWAIT—Finished textile products; also wool, cotton, synthetic materials. Requests replies from manufacturers only. Jassim Mohammad al-Ali al-Wazzan, (general merchandise, commission agent), P.O. box 124, Kuwait. WTD 11/25/61.

PERU—Stretch nylon fibers for the production of socks, stockings, sweaters, cardigans. Manufacturas del Sur S.A., (manufacturer, wholesaler), Pampita Zeballos 175, Casilla 732, Arequipa. WTD 5/20/63.

PHILIPPINES—Remnants, mill-ends—cotton, rayon, lace. Associated drugs, Inc., (importer, wholesaler, retailer), P.O. box 3010 or Medical Arts Bldg., 2060 Rizal Ave., Manila. WTD 1/31/63.

SOUTH AFRICA—Rayon, other man-made fiber waste garnetted in fiber or thread form. Union Textile Mills, Pty., Ltd., (manufacturer), P.O. box 154, Cape Town. WTD 11/15/62.

★★ SWEDEN—Trade Mission

Wholesaler in apparel line wishes connections with outstanding U.S. sources for men's knit shirts, sweaters, outerwear, pullovers, cardigans with and without sleeves, also underwear, swimwear. Manhart, Östermalmsgatan 5, Stockholm Ö. I.R. 75.

★★ Importer-wholesaler wishes to buy U.S.-made knitwear, woolens, synthetics, cottons for sale in Sweden. Manufakturbolaget Wico, St. Nygatan 31, Stockholm. I.R. 70.

★★ Seeks agency representing U.S. companies wishing to sell textile goods in cotton, nylon tricot, synthetics for ladies underwear, dresses, blouses, skirts, girls' dresses. Also wants plastic laminated jersey and cotton for men's jackets. Marcus & Wadstein AB, Kornhamnstorg 6, Stockholm. I.R. 63.

TUNISIA—Twills, sateens, denims, poplins, flannels—plain, printed; bleached and dyed sheeting, calicos, shirtings; principle bleached piece dyed and colored wovens; fabrics approx. 30-45 in. wide, bleached, dyed sheeting 30-36 and 90-95 in. wide; polyester and cotton blends for women's and men's wear; approx. $1.0 million. Requests replies in French. Societe Generale des Industries Cotonnieres, (importer, wholesaler), 14 Rue des Tanneurs, Tunis. WTD 3/7/63.

Suiting materials 58-60 in. for men's wear and plain and fancy material for women's clothing, for approx. $350,000; requests replies in French. Societe Generale des Industries Lainieres, (importer, wholesaler), 14 Rue des Tanneurs, Tunis. WTD 3/7/63.

Polyester wool, polyester rayon suitings, other man-made fiber suitings 58-60 in. wide, for the men's wear; low to medium price material for women and children's dresses, all widths; approx. $650,000. Requests replies in French. Societe Generale des Industries Textiles, (importer, wholesaler), 14, Ru des Tanneurs, Tunis. WTD 3/7/63.

221 Broad Woven Fabric Mills, Cotton

● **IRAQ**—Mosquito nets, green, with built-in support bar, quantity 15,000. Kit bags, 18 oz. canvas, size 34 in. with 11½ in. dia., quantity 30,000. Durries, color permanent indigo blue, size six ft. by three ft., minimum weight 1½ k., quantity 30,000. Kit bags and durries to be marked with Army emblem consisting of an Arabic letter enclosed by a triangle. Tender no. ORD/17/1963. Bid deadline June 26. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WOrth 2-4294.)

228 Yarn, Thread

CEYLON—Yarn: staple viscose bright, 25 s. cotton count, 16 'z' twist per in.; cuprammonium dull, 75 denier, 50 'z' twist per in.; staple viscose dull, 25 s cotton count, 15 'z' & 19 'z' twist per in.; viscose dull, 75 denier, 60 'z' & 's' twist per in.; viscose bright, 90 denier, 45 'z' & 's' twist per in; viscose dull, 125 denier, 2.5 twist per in.; viscose bright, 125 denier, 2.5 twist per in.; cuprammonium bright, 75 denier, 2.5 twist per in.; viscose dull, 115 denier, 2.5 twist per in.; viscose bright, 120 denier, 2.5 twist per in.; viscose bright, 115 denier, 2.5 twist per in.; viscose bright, 100 denier, 2.5 twist per in.; viscose dull, 100 denier, 2.5 twist per in.; Nylon semi dull, pale blue dyed, 80 denier, 10 's' twist per in.; nylon bright and semi dull, 15 denier, monofilament twist per in.; nylon semi dull, 30 denier, 13 's' twist per in.; nylon twinkle bright, 20 denier, monofilament twist per in.; nylon semi dull, 50 denier, 6 's' twist per in.; polyester semi dull, 80 denier, 10 's' twist per in.; acetate crystal bright, 150 denier, 8 's' twist per in. Jafferjee Bros., (importing distributor, manufacturer), P.O. box 1180, Colombo. WTD 8/3/62.

229 Textile Goods

● **BURMA**—Cotton waste blanket, size 46 x 72 in., weight 21 lb. each, quantity 200,000 yd. Tender no. 17 SYI-63. Bid deadline June 24. The Chairman, Civil Stores Committee no. (2), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 2-4294).

ENGLAND—Vinyl cloth .006/.0112—multicolored printed, laminated and/or electronically quilted. Direct purchase and agency. Morris Wilkinson & Co., (Nottingham), Ltd., (manufacturer, exporter, importer), Sirrom Works, Basford, Nottingham. WTD 4/10/63.

■ **KOREA**—Tire cord, 90,000 lb., 1100 and 1650 denier, 1100 and 1500 filament two-ply, normal, super, super-super, tyrex type. Pa# 489-901-356-3202. Quotation deadline June 23. Han Kook Tire Mfg. Co., Ltd., #365 Shindorim-Dong, Youngduengpo-Ku, Seoul. Ref. no. FFO-SAI-3-481. C&f or cif, U.S. flag vessel. Quote fob price and attach analytical report. Copy of offer to be sent air mail to Bank of Korea, AID Section, and to the Director, US AID, c/o American Embassy, Seoul.

230 Apparel

KUWAIT—Wide variety of readymade clothing for men, children; suitable for summer, winter seasons. Requests replies from manufacturers only. Jassim Mohammad al-Ali Al-Wazzan, (general merchandise, commission agent), P.O. box 124, Kuwait. WTD 11/25/61.

★★ SWEDEN—Trade Mission

Buying office for 50 wholesalers wishes to contact sources for ladies hoisery, men's, women's, children's cotton underwear, men's shirts, medium-priced woven & knits, towels, sheets. Textilgrossisternas AB, Kammakargatan 38, Stockholm. I.R. 74.

233 Women's, Misses', Juniors' Outerwear

★★ SWEDEN—Trade Mission

Large Stockholm ladies' ready-to-wear store wishes to import U.S.-made articles; desires connection with reliable New York resident buyer. Fernqvists, Kungsgatan 62, Stockholm. I.R. 50.

234 Women's, Misses', Children's, Infants' Under Garments

COSTA RICA—Ladies' undergarments which incorporate the "Be Free" patented no-bind

crotch, U.S. pat. 2651048. Leslie A. de Pass, Ltda., (importer, retailer), Limon.

★★ **SWEDEN—Trade Mission**
Ladies', children's chain of specialty shops throughout Sweden seeks sources in all lines of merchandise, specifically foundation garments, hosiery, blouses, neligees, night gowns, pajamas, knitwear (not hats, shoes). Bredenberg & Co. AB, Drottninggatan 54, box 40082, Stockholm 40. WTD 6/6/56. I.R. 55.

235 Hats, Caps, Millinery

● **IRAQ**—Berets, colors khaki, black, red, blue, dark olive green, dark green, quantity 110,000. Tender no. ORD/11/1963. Bid deadline July 7. The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WOrth 2-4294).

NETHERLANDS—Caps for girls, women. Firma Gustaaf Schilo, (importer), O.Z. Voorburgwal 134, Amsterdam.

236 Girls', Children's, Infants' Outerwear

★★ **SWEDEN—Trade Mission**
Sales agent seeks contacts with U.S. manufacturers of infants' wear AB Norte-Bolaget, Stockholmsvägen 61 Lidingö. I.R. 76.

238 Apparel, Accessories

★★ **SWEDEN—Trade Mission**
Large Swedish buying organization wishes to buy U.S. men's, women's apparel for sale to retailers. Inköpscentralernas AB ICA, Mäster Samuelsgatan 18, Stockholm. WTD 4/1/63. I.R. 77.★

239 Fabricated Textile Products

● **CONGO**—Floor cloths, size 70 x 69 cm., quantity 11,000. Dust cloths, size 35 x 45 cm., color yellow, quantity 9,000. Tender no. 3432/5/63 (in French). Bid deadline August 5. Republique du Congo, Ministère des Finances, 4è Direction—3è Section, Magasins Generaux d'Approvisionnements, B.P. 3045, Leopoldville/Kalina.★ (Telephone: WOrth 2-4294).

NIGERIA—Non-plastic cushion covers. Akinbode Furniture Works, (furniture manufacturers), 43 Bamgbose St., Lagos. WTD 3/8/63.

★★ **SWEDEN—Trade Mission**
Large Swedish wholesaler supplying 10,000 shops wishes to buy bedding, towels. Inköpscentralernas AB ICA, Mäster Samuelsgatan 18, Stockholm. WTD 4/1/63. I.R. 77.★

★★ Large textile importer seeks connection with U.S. hosiery mill. AB Loha, Stockholm. I.R. 73.

240 Lumber, Wood Products

GERMANY—Douglas fir clears per n- and r-list; hemlock lumber; California redwood lumber; western red cedar lumber; all usual export grades; pitch pine saps and genoa prime per gcc; hickory, swamp-grown, ski billets and dimension stock; Carolina pine flitches; black walnut logs in veneer and sawmill quality; lignum vitae, origin: Nicaragua, Honduras, San Domingo; Philippine mahogany logs for direct shipment from the Philippines. Gerhard kilb & Alfred van Moppes, (jobber), 26 Schwarzwaldstrasse, 713 Muehlacker, Wuerttemberg. WTD 4/23/62.

ITALY—Pitch-pine, douglas fir. Michele Alfano, Legnameria Italiana, S.p.A. (importer), Casella Postale 4013, Rome.

Fir, pitch pine. Silvano Pucci, (wholesaler, retailer), Via di Aguzzano 24, Rome.

SYRIA—Hardboard and composition wood products suitable for interior finishing. Ferid S. Gareg, (importer, wholesaler), P.O. box 1141, Amin Rihani St., Minassian Bldg., Aleppo. WTD 4/8/63.

241 Logging Camps, Logging Contractors

PHILIPPINES—Street lighting poles. Direct purchase and agency. Philippine United Sales Co., (importing distributor), Ground fl., Yuchengco Bldg., 490 Rosario St., Manila.

242 Sawmills, Planing Mills

ITALY—Douglas fir oregon and yellow pine, (special genoa prime), lumber; sizes desired: thickness 2", 2½", 3", 4"; width 4" and over; length six ft. and over. Requests c.i.f. quotations Italian port. Vincenzo Scannapieco, (importer, dealer), via Tiburtina 872, Rome.

SPAIN—Kiln dried wood for use in making furniture; requests replies in Spanish. Gonzalez Alonso, (manufacturer, wholesaler), Julio, Pedro Tejerra 23, Madrid. WTD 4/29/63.

244 Wooden Containers

DOMINICA—Wooden, cardboard or fiberboard containers for packing fruit. S.P. Musson Son & Co., Ltd., (manufacturer, commission agent), P.O. box 101, Roseau. WTD 9/26/63.

249 Wood Products

BELGIUM—Crown corks. Direct purchase and agency. Handelsmaatschappij A. Smets & Co., (importer, exporter, commission merchant, sales agent), 17 Kerkstraat, 's Gravenwezel. WTD 4/8/63.

ITALY—Deluxe wood household ornamental objects, novelty articles. Vagnozzi Ernesto, (retailer), Via Campo Marzio 3, Rome.

250 Furniture, Fixtures

NETHERLANDS—Collapsible garden and patio furniture. Requests literature, and cif Rotterdam quotations from manufacturers only. W.A. Bary N.V., (importer, wholesaler), 64 zz Emmakade, Leeuwarden.

251 Household Furniture

★★ **SWEDEN—Trade Mission**
Leading department store seeks New York buying office for bedding, carpeting, furniture, lamps for Sweden's largest department store. Kooperativa Förbundet, Varuavdelning 138, Stockholm 15. WTD 5/10/62. I.R. 71.

261 Pulp Mills, Products

● **CEYLON**—Wood pulp: 500 long t. bleached sulphate wood pulp in accordance with specifications and tender. Deadline for sealed bids July 2. Eastern Paper Mills Corp., P.O. box no. 1367, Colombo.★ (Telephone: WOrth 7-3003).

■ **CHINA**—Soft bleached sulfite wood pulp, long fiber coniferous fiber to insure suitable operation in cmfc continuous steeping and pressing processes, with certain properties, approx. 2,377mt. PA#484=5912-800-253-3216. U.S. source. Bid deadline June 25. China Man-Made Fiber Corp., 205 Nanking W. Rd., Taipei. Ref. no. 057.

262 Paper Mills, Products

● **BURMA**—Newsprint: 2,250 long t., 52gr/sqm, 20 x 30 in., 150 long t., 52gr/sqm, 22 x 30 in., in accordance with specifications. Bid deadline June 24. The Chairman, Civil Stores Committee no. (2), no. 77/92, Sule Pagoda Rd., Ranoon.★ (Telephone: WOrth 7-3003).

■ **PAKISTAN**—M.F. white offset paper, 28x34", about five t.; white w/m, without watermark, size 18x25"/49 g., 10 t., 15½x26½/49, five t.; ledger paper 28x34/60 lb., about five t. Loan no. 53. U.S. source. Bid deadline June 24. Koh-i-Noor Printing Press, 1-Ganpat Rd., Lahore 2. Cable: CLOTHPAPER, Lahore. S/A no. RM 039822.

275 Commercial Printing

● **IRAQ**—Lithographed tinplate for ¼ imperial gal. oil can sides; 150,000 sheets 26" x 20⅜" x 31 bg, electrolytic tinplate, ¼ lb. coating, 100 lb. basis. Tender no. 19/63, closes June 22. Government Oil Refineries Administration, (GORA), Baghdad. Terms and specifications available from GORA upon payment of $2.80 (ID 1).★ (Telephone: WO 7-4115).

SOUTH AFRICA—Positive and negative printing plates for lithographic printing; desires various sizes and calipers as used in lithographic printing. Direct purchase and agency; requests replies from manufacturers only. Winstones, (South Africa), (Pty.), Ltd., (manufacturer, importing distributor), 24 Kirsten St., Parow, Cape. WTD 12/4/62.

279 Service Industries for Printing Trade

★★ **SWEDEN—Trade Mission**
Wholesaler in printing field wishes to purchase supplies, equipment for bookbinders and bookprinters trades. Claes Zethraeus AB, Katarinavägen 22, Stockholm 15. WTD 11/9/54. I.R. 59.

280 Chemicals

BELGIUM—Sulphur, sulphuric acid. Direct purchase and agency. Handelsmaatschappij A. Smets & Co., (importer, exporter, commission merchant, sales agent), 17 Kerkstraat, 's Gravenwezel. WTD 5/8/63.

CHILE—20,000 liters of methyl-isobutylketone; requests replies in Spanish. Edgardo Pizarro Costa, (importer, exporter, wholesaler, retailer), Pasaje Ross 149, Casilla 332, Valparaiso. WTD 5/2/63.

ENGLAND—Chemicals for the paint industry, synthetic resins, food industry. Direct purchase and agency. Wynmouth Lehr & Co., Ltd., (exporter, importer), 2 Thames House, Queen St. Pl., London EC.4. WTD 6/14/61.

IRAN—Cochineal in whole and red color for manufacture of rugs, carpets. Mohammed Taheri, (importer), 120 W. Bouzarjomehri Ave., Teheran. WTD 4/22/63.

NORWAY—Polyesters, polystyrene, polyamids, acrylics, epoxy resins. Direct purchase and agency. Gustaf Aspelin, (importing wholesaler, manufacturers' agent), Ostre Akervei, Oslo. WTD 5/3/63.

PAKISTAN—Coal tar dyes for textile industry; caustic soda solid, flakes; sodium sulphide, sodium hydrosulphide, sodium bicarbonate, potash alum, bleaching crystals, boric acid, barium sulphide, copper sulphate crystals, cobalt oxide, cadmium sulphide, ferrous sul-

phate, silver nitrate, selenium metal powder, lithopone, litharage, zinc oxide, white seal, zinc oxide, red seal; titanium dioxide, rutile type; manganese dioxide, tartaric acid, ultramarine blue, acetic acid, oxalic acid, tannic acid, carbolic acid (phenol bp. crystals), menthol crystals, phosphorus, camphor, acetone, carbon tetrachloride, ether, methyl alcohol, white arsenic powder, red lead, black lead, rochelle salt, calomel, ddt, heldol D, plastics moulding powder, creyslic cresote, 35/40%; creyslic acid, 60/80%. Direct purchase and agency. Blue Feather Affiliations, (manufacturer's agent, commission merchant), 16 Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

PERU—Chemical products. Curtiembre Ibanez S.A., (manufacturer, wholesaler), San Juan de Dios 243, Casilla 237, Arequipa. WTD 2/19/63.

PHILIPPINES—Diacetone alcohol, triethanolamine, diprophylene glycol, phtalic anhydride, paint pigments, titanium dioxide, moleic anhydride. P.M. Castor Oil Enterprises, (manufacturer, importer, wholesaler, retailer), Iligan City. WTD 9/2/60.

SWEDEN—Cosmetic and auto supply products in aerosol containers; requests replies from manufacturers only. Gema Kemiska Fabriker AB, (manufacturer, exporter), Norra Jarnvagsgatan 5, Falun. WTD 1/31/63.

281 Industrial Chemicals

● **CEYLON**—Aluminum sulfate (alum), 90 long t., commercial, containing 16% sulfate of alumina and not more than 75% total iron, expressed as Fe_2O_3, in kibbled or flake form, for water treatment, for the Eastern Paper Mills Corp., Valaichchenai, a Government corporation. Tender no. 158; bid deadline July 2, quote c.i.f. Colombo/Trincomalee. Tenders to Chairman, Eastern Paper Mills Corp., P.O. box 1367, 6 Albert Cresent, Colombo 7.★ (Telephone: WO 7-3468).

■ **CHINA**—Coating resin, 50 drums, 11,350 kg., to make up water base paints for acoustic tile. Inv. no. CP2-2102; lactic acid, 8,000 kg. CP2-2136. PA#484-390-000-253-3213. U.S. source. Bid deadline June 21. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Specifications and conditions may be obtained from Mr. Jos. C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

■ Parathion 98.5% ethyl, 22,000 lb., in 550 lb. steel drums. San Ppun Agricultural Chemicals Co., Ltd., no. 18, 1st Sect. Kaihong St., Taipei. Ref. no. 058.

■ Endrin, tech, 95%, 1,000 lb.; malathion, tech, 95% or up, 998 kg., parathion, ethyl, 98.5%, 17,600 lb. Ref.#058. Yu Tai Industrial Corp., 64, Hengyang Rd., Taipei. Bid deadline June 26. Cif Keelung.

● **IRAQ**—Numerous chemical reagents for chemical analysis. Tender no. prod./4/5/63; bid deadline June 26. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WO 7-2008).

● Following chemicals (in kg.): perchlorvinyl varnish-18, zapon varnish-30, raw ethyl alcohol-9, maize acidic starch gum-1000, pine colophony-2000, 98% nitric acid-150, pure nitric acid-30, commercial hydrochloric acid-150, pure hydrochloric acid-35, rectified ethyl alcohol-9, sodium chloride-9, potassium hydroxide-5, calcinated soda-2, tri-sodium phosphate-150, commercial sodium hydroxide-45, liquid waterglass-130, 93.5-95.5% sulfuric acid-200, boric acid-4, nickel sulfate-8, sodium sulfate-3, magnesium sulfate-3, vaseline-150, tin chloride-3, nickel chloride-5, potassium carbonate-3, sodium flouride-3, silicon dioxide-2, chrome oxide-2, potassium nitrate-2, chrome sulfate-12, ammonium fluoride-2, copper sulfate-5, soduim hydroxide-25, lithium hydroxide-3, barium hydroxide-30, mercuric chloride-150, potassium dichromate-20. Tender no. prod./4/3/1963; bid deadline July 10. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WO 7-2008).

JAPAN—Zinc concentrates in quantities up to 1,000 t. per month. Kinsey Trading Co., Ltd., (Kinsey Shoji K.K.), (exporter, importer), Sengoku Bldg., 25 Shiba Tamura-cho, Minato-ku, Tokyo Mailing address: P.O. box, Shiba-112, Tokyo. WTD 10/18/62.

■ **KOREA**—Caustic soda, 98% up, 300 mt.; soda ash, light, 200 mt.; sodium bicarbonate, 98% up, 30 mt.; titanium dioxide, 15 mt.; formalin, five mt.; carbon black, five mt.; vinyl resin, copolymer uncompounded lump, 10 mt. C&f Pusan and/or Inchon. Tong San Fat & Oil Co., Ltd., #2161-1 Bumil-Dong, Pusanjin-Ku, Pusan. Cable quotations accepted. Ref. no. FFO-SAI-3-484. Bid deadline June 24. Copies of all offers made to be sent air mail to the Bank of Korea, Seoul, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

■ Polyethylene, 70 mt.; vinyl polymer, 20 mt.; dicalcium phosphate dihydrate, 10 mt.; polypropyrene, 20 mt. Fob price on U.S. flag vessel. Cif Pusan. PA#489-901-356-3202. Limited world-wide. Bid deadline June 23. U IL Chemical Industrial Co., 173, Kochuk-Dong, Youngdongpo-Ku, Seoul. Cable: ORATORIO, Seoul. Ref. no. FFO-SAI-3-482.

MALAYA—Sodium silico fluorine; quantity required is about 25 long t. Guthrie & Co., (Malaya), Ltd., (importer, wholesaler), P.O. box 394, Penang. WTD 10/23/61.

NETHERLANDS—Resorcinol. Fasting & Co., N.V., (chemical trading company) 2a Oranjestraat, The Hague. WTD 4/23/61.

■ **PAKISTAN**—Litharge PBO, for battery industry, packed in five cwt metal drums, $6,090; red lead PB_3O_4 battery grade, $6,153. C&f Karachi. Loan no. 391-H-056. U.S. source. Bid deadline June 22. G. C. Goodwill and Co., Ltd., 22, McLeod Rd., Lahore. Cable: GOODGRAND, Lahore. Import license nos. 219784, 219785.

■ Crude sulphur 99.5% pure in lumps. American origin, free from arsenic, selenium, tellurium, suitable for use in contact process of sulphuric acid plant. In bulk, loose C&f Karachi. Amount $27,447. Loan no. 391-H-056. U.S. source. Bid deadline June 24. Pak Chemicals, Ltd., 1-West Wharf Rd., Karachi. Cable: DURDANA, Karachi. IL#335502.

■ Caustic soda solid, 98-99% purity, about 185 long t. Quotations should be firm, net, and on C&f Karachi. Loan 391-H-056. U.S. source. Bid deadline June 22. Wazir Ali Industries, Ltd., Kali Rd., Hyderabad. Cable: COTTONGOLD, Hyderabad. Import license no. 222986. Purchaser's no. K 24733.★

■ Bleaching powder, caustic soda, acitic acid, lissapol n and c, sodium acetate, waxal pah, uvitex, acramine f.w.r., acramole, acramine, and auxiliaries, amount $5,250. IL#221219.

■ Procion red, soledon, durozol dyes, napthol and salts, cibantine dyes. Amount, $6,720. IL#221211.

Loan no. 391-H-056. U.S. source. Bid deadline June 22. Allahwasaya Textile & Finishing Mills, Ltd., Mumtazabad Industrial Area, Vehari Rd., Multan. Cable: FACILY, Multan. Ref. no. AWT/2206. Purchaser's no. K-15512.

■ Various colors acramin, 20,000 lb. Import license no. 244996. Vestolit p, acrylic compounds, large quantities, 29 items. License no. 244994. Valika Art Fabrics, Ltd., Valika Chambers, South Napier Rd., Karachi. Bid deadline June 25. U.S. source. Loan no. 391-H-056.★

■ Caustic soda, 30 t.; hydrogen peroxide, dimethylamine, formaldehyde oxalic acid, one t. each; santobrite, two t.; arsenic sulphide, 15 t. National Tanneries of Pakistan, Ltd., Hide Market, Lahore 6. Cable: PAK-LEATHER, Lahore. IL#224978. Loan no. 391-H-056. Deadline June 24.

■ Synthetic tanning agents, 25 t.; sulphonated oil for leathers, 30 t.; para-nitrophenol, two t.; essence of pearl pigments, 300 lb.; butyl acetate, two t.; resin binder, 5000 lb.; chrome tanning powders, 40 t. Loan no. 53. Bid deadline June 21. The Sind Tanneries, Ltd., P.O. box 24, Tando Yusuf, Hydrabad. Cable: LEATHER, Hydlrabad. S/A no. RM 0404757.

Both the above for U.S. source.

★★ **SWEDEN—Trade Mission**

Importer most anxious for U.S.-produced laboratory, biological chemicals. Will consider industrial chemicals also. Analys-Kemikalier, Box 12030, Stockholm. WTD 6/6/55, I.R. 61.

● **VIETNAM**—Solid electrolyte for cadmium-nickel batteries, 1000 kg. Bid no. 0886-17053; bid deadline June 26. Central Purchasing Authority, P.O. box H-5, Saigon.★ (Telephone: WO 7-2008).

282 Synthetic Materials

AUSTRALIA—Cellulose sponge material for use in sponge mop manufacturing. Raven Bros., Ltd., (manufacturer), 919-921 South Rd., St. Mary's, South Australia. WTD 2/27/63.

■ **KOREA**—Viscose rayon staple fibre, 15 denier, 1.5 in. cut length, crimped dull, white bleached, approx. 165,000 lb. C&f or cif U.S. flag vessel. Ilshin Spinning Co., Ltd., 18-2, 2 Ka, Ulchi-Ro, Chung-Ku, Seoul. FFO-SAI-3-483. Bid deadline June 24. Copy of all offers to be sent air mail to Bank of Korea, AID Section, and to the Director, USAID, Seoul, c/o American Embassy.

■ Pvc resin and/or compound, 50 mt.; polyrophylene, 10 t.; cellulose acetate, 15 t.; polyethylene resin, 20 mt.; polyamide resin, two t. Sung Rim Industrial Co., #42, 6-ka, Bomoon-dong, Tongtaemoon-ku, Seoul. Ref. no. FFO-SAI-3-478.

■ Acetal resin, 20,000 lb., titanium dioxide, five mt.; polyethylene resin, 5,000 lb.; polystyrene and styrene copolymer resin, 5,000 lb.; caustic soda, 10 mt. Hwa Chun Trading Co., Ltd., #21, Sokong-dong, Chung-Ku, P.O. box 306 Central, Seoul. FFO-SAI-3-479.

Both the above tenders are for PA#489-9010-356-3202. Limited world-wide (901). Quotation deadline June 23. C&f and/or cif Pusan, U.S. flag liner.

■ **PAKISTAN**—Synthetic rubber, neoprene, ad, wrt, wr; hycar, 1051, 1052, 2057, 1312; philprene, 1502, 1807, 1509, 40% gen. tac latex, 60% nr. and 40% sb. latex, polystar ss 250, butyle rubber, $5,250.

■ Carbon black, philblack "a", "o", "c", vanblack mpc, floroform p-33, or equal. Chemicals: dutrex, flectol-h, agerite resin d, sulphur, ureka white f, altax, captax, accelerator 808, renacit IV, antioxidents 4010 na, agerite np and white d.p.g., ethyl zimate, zetax, darvan no. one, no-Sill 233, d.o.p., thionex, adva. stab T52N., $26,819.

Loan no. 391-H-056. U.S. source. Bid deadline June 23. National Tyre and Rubber Co., Queens Rd., Karachi 2. Cable: ASSENC, Karachi. Import license no. 249783. Purchaser's no. KO9846.

■ Calcium carbonate, light quality, approx. 20 t.; magnesium carbonate, five t., rubber accelerator, zeolex 23, thiotax, d.p.g. 6½ t.; thiurad, 150 lb. Loan no. 391-H-056. U.S. source. Bid deadline June 22. Bengal Rubber Industries, Ltd., Industrial Area, Tejgoan, Dacca. Cable: BESTRUBBER, Dacca. Import license no. 273670.

SPAIN—Nylon, or other synthetic fibre, reinforced plastic sheets or rolls. Juan Antonio Echevarria, (importer, exporter, manufacturer), Ibanez de Bilbao 2—6°, Dept. 16, Bilbao. WTD 5/14/63.

283 Drugs

■ **CONGO**—Pharmaceuticals, including vicks inhaler, vatronol, vaporub, cough drops, vidaylin, bejectal, cofron, mentholatum; evenflo nursing equipment, hypodermic syringes; Pelargon. Quota no. 1293/01/AID-1/102. PA#660-370-000-355-3202. U.S. source. Quotation deadline June 30. Socophar-Congo, P.O. box 8913, Leopoldville.★

JAMAICA—General pharmaceutical preparations, including vitamin and vitamin specialties for children and geriatrics. Lascelles, de Mercado and Co., Ltd., (importer, wholesaler, commission merchant, agent), 14-14½ Port Royal St., Kingston.

■ **PAKISTAN**—Various drugs, pharmaceuticals, 166 items, including Winthrop products, Parke Davis, Eli Lily; F. Hoffman La Roche; Abbott Laboratories; Wander; Merck Sharp & Dohme; Knox Co.; Sandoz, Ltd. Loan no. 391-H-056. U.S. source. Bid deadline June 22. M/S Multan Medical Store, Kup Bazar, Multan City. IL#206109.★

PHILIPPINES—Drug items; to be sold to drug stores and wholesalers. F.H. Stevens & Co., Inc., (importing distributor, manufacturer's agent), El Hoger Filipino Bldg., Juan Luna St., or P.O. box 1598, Manila.

Antibiotics; insulin preparations. Direct purchase and agency. Doctors Pharmaceuticals, Inc., (importer, wholesaler), 354 San Diego, Grace Park, Caloocan City; Box 3149, Manila.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

GERMANY—Materials for cosmetics, such as lipstick compounds, lacquer for nail polish. Wuerttembergische Parfuemeriefabrik G.m.b.H., (manufacturer, importer, exporter), Eislingen, Fils. WTD 5/16/63.

NIGERIA—Sealing and polishing materials. Akinbode Furniture Works, (furniture manufacturer), 43 Bamgbose St., Lagos. WTD 3/8/63.

★★ **SWEDEN—Trade Mission**

Desires line of cosmetics especially skin lotions, hand lotions not nationally advertised in U.S. as manufacturer wishes to become exclusive wholesaler of these products. Alfort & Cronholm, Saltmätargatan 7, Stockholm. WTD 1/7/59. I.R. 5.

★★ Complete line of ladies' hair accessories, cosmetic novelties, i.e., compacts, cosmetic bags, eyelash curlers, tube mascara. Also wants line of ladies' hair coloring preparations for home use rather than professional use. La Roque AB, Kungstensgatan 20, Stockholm. I.R. 1.

285 Paints, Varnishes, Lacquers, Enamels

ITALY—Vitreous enamels for use in making metal-base jewelry. Fiammetta, (manufacturer, exporter), Via dei Remi 18/3, Lido di Roma, Rome.

286 Gum, Wood Chemicals

ENGLAND—Dyestuff, fine colours, chemicals. Direct purchase and agency. Williams Hounslow, Ltd., (manufacturer), Greville House, Hibernia Rd., Hounslow, Middlesex. WTD 3/28/63.

Naval stores. Direct purchase and agency. Wynmouth Lehr & Co. Ltd., (exporters, importers), 2 Thames House, Queen St., Pl., London EC. 4. WTD 6/14/61.

287 Agricultural Chemicals

PERU—Chemical fertilizers, especially monoammonium and diammonium phosphates, agricultural insecticides, fungicides, pesticides. Requests replies in Spanish. Casa Agropecuaria S.A., (importer), San Jose 211, Casilla 511, Arequipa. WTD 5/17/63.

289 Chemical Products

★★ **SWEDEN—Trade Mission**

Wants to import pharmaceutical, industrial chemicals in bulk form. Pharmokema, Sveavägen 80, Stockholm. I.R. 6.

★★ Manufacturer-importer wishes to import 1) talc for pulp and paper industry, 2) nonferrous minerals, preferably specialties, 3) chemicals for the construction industry. AB Industrimetoder, Nybrogatan 65, Stockholm Ö. WTD 9/4/62. I.R. 24.

★★ Manufacturer-importer seeks contacts for raw chemicals for use as additives for lubricants, oils, gasoline; also wishes to import plastic raw materials, agriculture raw materials, waxes, paper chemicals. Scandinavian Raw Materials, Virebergsvägen 20, Solna. WTD 12/17/62. I.R. 69.

291 Petroleum Products

■ **TURKEY**—Tret-O-Lite, r-16 and r-47 demulsifier, or equal, 189 drums. Forward quotations in six copies, fob New York and c&f Iskenderun., in sealed enevelopes with quotation written on envelope. PA#277-390-901-356-3214. Limited worldwide (901). Quotation deadline June 25. Turkiye Petrolleri A.O., Inkilap, Sokak no. 6, Yenisehir, Ankara. S/A no. 587.

295 Paving, Roofing Materials

PHILIPPINES—Asphalt-impregnated waterproofing belt. Direct purchase and agency. Smith, Bell & Co., (importing distributor, manufacturer's agent, manufacturer, exporter), P.O. box 311, Manila. WTD 1/10/62.

299 Petroleum, Coal Products

ITALY—Lubricating oils, greases, petroleum derivatives. Astra-Petrol, S.r.l., (importer, agent), Corso Trieste 174, Rome.

301 Tires, Tubes

■ **PAKISTAN**—Tires, tubes, various sizes, $8,400. Under GSA Defense Materials Services procedure. Loan no. 391-H-056. U.S. source. Bid deadline June 24. Haq Bros., Rawalpindi, Cable: HAQBROS, Rawalpindi. IL#226262.★

■ Tires, tubes, size 8-25-20, 12 ply, safety lug type, 160 each. Under GSA Defense Materials Services procedure. Loan no. 391-H-056. U.S. source. Bid deadline June 24. Thar Petroleum Service, Near Railway Station, P.O. box 47, Mirpurkhas,W. IL#206555.

306 Fabricated Rubber Products

NETHERLANDS—Balloons, made of nylon, silk, rayon. Direct purchase and agency. Ballondrukkerij Wisa, (sales agent), 85-87 Estraat, Enschede.

307 Plastics Products

NETHERLANDS—Aerosol pressure caps, plastic pressure cans; 6, 8, and 16 oz. sizes. Direct purchase and agency, Firma Metaplast, (importer, manufacturer, sales agent), 18a Kerkstraat, Ijsselstein.

310 Leather, Leather Products

ISRAEL—Morocco and fancy cow leather, second and third grade but suitable for manufacture of watch straps. Israel Mastercraft, (exporter, manufacturer), P.O. box 14158, Tel Aviv. WTD 3/22/62.

316 Luggage

NETHERLANDS—All types of travel accessories, vanity cases, suitcases, bags. Lempersz Lederwaren, (manufacturer), 87 Binnenhavenstraat, Hengelo.

Suitcases, trunks, travel bags; made of artificial materials. Direct purchase and agency. Farolina Lederwaren, (wholesaler), 246 Emmastraat, Enschede.

324 Cement, Hydraulic

PHILIPPINES—Cement additives. D.M. Consunji, Inc., (contracting, construction), 1120 Mendiola Ext., Paco, Manila.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GREECE—Abrasives; directly from U.S. manufacturers. Giokas-Kaklamanos & Co., (importer, wholesaler), 7 Aghias Eleousis St., Monastiraki, Athens. WTD 5/23/63.

JAPAN—Wide-belt type sandpaper and cloth for wide belt sanding machines used by plywood manufacturers. Arai and Co., Inc., (trading company), Sankyo Bldg., 3, 3-chome, Sonoi-cho, Naka-ku, Nagoya. WTD 4/14/63.

330 Primary Metal Industries

PAKISTAN—Galvanized plain steel sheets; size 96″ x 36″, bg-16, 24, 28, 30; galvanized corrugated steel sheets: size 96″ x 36″, bg-24, 26, 28; hot rolled steel sheets: size 96″ x 36″, bg-12, 14, 16, 18; cold rolled steel plates: size 96″ x 36″, oiled, wrapped in water proof paper secured by wooden skids, bg-14, 16, 18, 22, 26, 28, 30; hot rolled steel plates: size 96″ x 48″, thickness: ⅛″, ⅜″, ¼″, ½″, ¾″, ⅝″, 1″; galvanized iron wire soft: incoils of 100 lb. to 200 lb. swg-6, 8, 10, 12, 16, 18, 20, 24, 26, 28; hard drawn bright nailwire; in coils of 100 lb. to 200 lb. swg-13, 14, 17, 20; seamless steel pipes according to astma-15, a/53; galvanized as well as black; inside dia.: 4″, 5″, 6″, 8″; mild steel billets: according to astma-15 or sae 1020, in lengths of 18 ft. and above, every billet heat marked, works test certificate to accompany the documents; sizes: 2″ x 2″, 3½″, 3″ x 3″. Direct purchase and agency. Blue Feather Affiliations, (manufacturers' agent, commission merchant), 16 Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

Electrolytic copper ingots, of 99.99% purity; zinc ingots of 99.95% purity; aluminum sheets; half, hard; sizes 8' x 3', 6' x 3', 3' or 4' wide rolls; thickness swg-16, 18, 20, 22; zinc sheets, mirror polished for printing blocks, size preferably 40" x 30"; thickness swg-16 and 18; copper sheets, mirror polished for printing block, size preferably 40" x 30", thickness swg-16 and 18. Ferro-silicon, 75/80% quality, in lumps; ferro-manganese 75/80% quality, in lumps. Pig iron: silicon not less than 2.5%; sulphur not more than 0.05%; other contents do not matter, cheapest grades fulfilling, silicon and sulphur conditions to be offered. Direct purchase and agency. Blue Feather Affiliations, (manufacturers' agent, commission merchant), 16 Sir Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

PHILIPPINES—Pre-stressing cable and accessories. D. M. Consunji, Inc., (contracting, construction), 1120 Mendiola Ext., Paco, Manila.

331 Steel Mill Products

■ **CAMBODIA**—Galvanized iron tubes 18 to 22 ft., ¾", 3000 m., 1", 3000, 1¼" 3000, 1½" 1000 m., 2" 510 m., $5,000; nicholson files, triangular, 4½ 5 & 6", four. $2,000. Luu Tien, no. 8 & 10, Vithei Surit, Phnom Penh. Cable quotations accepted.

■ Bolts, nuts, black, square, ½" x 7" to 11", 3,000 k; ⅝" x 7" to 12", 5,775 k. Galvanized mild steel pipes, with sockets, conforming to bss 1387/1957 class a, 18 to 22 ft., ½", 7,570 m., ¾", 9,500 m. Nguon Hang—Ets. Bhandabhari, 143 Vithei KralahomKong, Phnom Penh.

■ Bolts, nuts, black, square, ½" x 7" x 11", 1,800 k., ⅝" x 7" x 12", 4,200 k., ¾" x 7" x 12", 2,475 k., with sockets conforming to ss 1387/1957 class a, 18 to 22 ft., 1½"—2" dia. Nhanan dit Boun, (Ets. Peanich Serei), 48, Vithei Kram Ou, Phnom Penh.

All the above are for PA#442-660-898-221-2219. Limited world-wide (898). Bid deadline June 25. Cabled quotations accepted. C&f Phnom-Penh.

■ Galvanized steel pipes, quantity 10,186 m., sizes ½" to 2½". Bss 1387/1957 spec. light weight screened at both ends, socketed at one end, or equal. C&f Phnom Penh. Neang Kith HE, Ets. Tan Nghi Se, 24, Sang Seayok Srey, Phnom-Penh.

■ Galvanized mild steel pipes, 5,142 m., with sockets conforming to bss 1387/1957 class a, 18 to 22 ft., or equal; low carbon, bright steel, zinc plated hexagonal head cap screw, sae fine thread and full new standard hexagonal nut, zinc plated fine thread. C&f. Kuoy Khun, (Ets. Lien Tong & Co.), no. 41, Vithei Calmette, Phnom Penh.

■ 6 x 19 fw. preformed tournarod ips rt lang lay iwrc, (Letourneau-Westinghouse), or equal. 43 reels, 2400 ft., ½", ⅝", ⅞", 16,500 ft. C&f Sihanoukville. Union Commerciale Indochinoise & Africaine, (U.C.I.A.), 27-33, Norodom St., Phnom Penh. Cable quotations accepted.

All the above are for PA#442-898-221-2219. Limited worldwide (898). Bid quotation deadlines June 24.

■ Bolts, nuts, black, round and square, ½" x 2¼" to 6", 3,600 kg.; ½" x 7" to 11", 4,074 kg.; galvanized mild steel pipes 18 to 22 ft. long, 5,651 m. Ung Kim You, (Ets. Seng Nguoan), 49, Vithei Prey Nokor, Phnom Penh. Cabled quotations accepted. Quotation deadline June 25.

■ Bolts, nuts, black square, ½"-¾", ⅝" x 7" 11 and 12", 8,745 kg.; galvanized mild steel pipes, with sockets, to bss 1387/1957 class a, 18 to 22 ft., 1½" dia. & 1¼". Neang Ung Chheng—Ets. Chip Hoa Hang, 22, Vithei Samdech Souk, Phnom Penh. Cable quotations accepted. Deadline June 25.

■ Galvanized mild steel pipes with sockets, conforming to bss 1387/1957 class a, 18 to 22 ft., ½" to 3"; 170 c cylindrical lockset. Khuong Beng An "Ets Ly Houat), 162 Vithei P. B., Ang Duong, Phnom Penh. Cable quotations accepted. Deadline June 24.

All the above are for PA#442-660-898-2219. Limited worldwide (898). C&f Phnom Penh.

■ Galvanized mild steel pipes with sockets, to bss 1387/1957 class a, ¾ to 2", 8,080 m., 18 to 22 ft.; nicholson saw file slim tapers, 4½-6", 868 nos. M. Tran Hong (Ets. Tai Vithei Oknha), 37, Vithei Oknha In, Phnom Penh. Bid deadline June 24.

■ Galvanized mild steel pipes, with sockets, conforming to bss 1387/1957, class a, 18 to 22 ft. lengths, ½"-4", 7,249 m.; challenger security locks no. 560 dk, 2⅜" backset, complete with escutcheons, strike, two nickelsilver keys, 487 pcs, U.S. 26, chromium plated finish. Khai Bun Sun, (Ets. Khau Bun Sun & Fils Sarl), 83-87 Phlauv Khemarak Phoumin, Phnom Penh. Cabled quotations accepted. Bid deadline June 24.

■ Galvanized iron pipes, 5,850 m., ½", ¾", 1", 1¼"; mild steel round bars, 25 mt., 8 and 12.7 mm. sizes. Theng Seng, (Ets. Tan Sarin), no. 33, Phlauv Prey Nokor, Phnom Penh. Cabled quotations accepted. Bid deadline June 25.

All the above are for PA#442-660-898-2219. Limited worldwide (898). C&f Phnom Penh.

■ Bolts, nuts, black, square, ½" to 1", 8,712 m.; galvanized mild steel pipes, 18 to 22 ft., 9,002 m. Mme. Huot Ham nee Phung Duc Ngoc, Comptoir De Phnom Penh, Sarl., 77, Vithei Preah Bat Sisowath, Phnom Penh. Quotation deadline June 25.

■ Bolts, nuts, black, hexagonal, square, ½"-¾" x 7" to 11, and 12", 8,745 kg.; Galvanized mild steel pipes, 18 to 22 ft., 16,149 m. Ung Kim Hoa, (Ets. Seng Huot) 56, Vithei Docteur Calmette, Phnom Penh. Deadline June 25.

■ Galvanized mild steel pipes, with sockets, conforming to bss 1387/1957, class a, 18 to 22 ft., various sizes and quantities; bolts, nuts, black, square, different sizes, quantities. Neang-Ang-Laing, (Ets. Kheng-Sreng), no. 50, Vithei Khemarak-Phnumin, Phnom Penh. Deadline June 28.

■ Galvanized mild steel pipes, ¾"-1"-2", 10,640 m.; nicholson saw files slim tapers, 4", 5", 6", 898 dozens. Tieu Ngoan Chhuan, Ets. Tieu Ngoan Chhuan, 3, Vithei Oknha Phlong, Phnom Penh. Deadline June 24.

All the above tenders are for PA#442-660-898-221-2219. Limited worldwide (898). C&f Phnom Penh.

■ Bolts, nuts, black, hexagonal, ½" x 2" x 4", 4,200 kg., ⅝" x 2" to 3¼", 1,600 kg. ⅝" x 7" to 12", 2,022 kg.; galvanized mild steel pipes, lengths 18 ft. to 22 ft., 11,775 kg. Quotation deadline June 25, Duong Minh Duong, (Compangie Khmere De Commerce Sarl., 77, Vithei Preah Bat Sisowath, Phnom Penh.

■ Galvanized mild steel pipes, with sockets, conforming to bss 1387/1957 class a, length 18 to 22 ft. Assorted sizes, ½" to 3", 9,320 m. Quotation deadline June 24. Tan Yin Ann, 23, Vithei Poissonnerie, Phnom Penh.

■ Galvanized mild steel pipes with sockets, 18/22 ft., to bss 1387/1957 class a, ¾" to 2", 9,080 m.; nicholson saw files, 5", 310 doz; 6", 500 dozens. Deadline June 24. Neang Lim Lang, (Ets. Y. Heng), no. 25, Vithei Ang Duong, Phnom Penh.

■ Saw files, nicholson, slim tapers, 113-150 mm., 870 dozen; galvanized mild steel pipes, with sockets, to bss 1387/1957 class a, 18'-22', sizes ½" to 1¼", total 15,189 m. June 24.

All the above are for PA#442-660-898-221-2219. Limited worldwide (898). C&f Phnom Penh.

■ **CHINA**—Steel plates in various sizes, one lot. Invitation no. CP2-2158; seamless tube in random length, various quantities and sizes, CP2-1813-1. Bid deadlines June 22.

■ Seamless cold draw low carbon steel heat exchanger tubes, astm a-179-58t, various quantities, sizes, CP2-2150; steel pipe in various quantities and sizes, three items, CP2-2145. Bid deadlines June 21.

All the above procurements are for PA#484-660-000-253-3217. U.S. source. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Under GSA Defense Materials Services procedure. Specifications and conditions may be obtained from Mr. Jos. C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

■ Seamless alloy steel tubes, ¾" od x 14 bwg x 20', 600 pcs.; ditto, but 1" od x 12 bwg, 200 pcs.; 1" od x 14 bwg x 22', 111 pcs.; ditto, but 1" od x 14 bwg x 18', 110 pcs.; ¾ od x 14 bwg x 32', 110 pcs. Inv. no. CP2-2147.

■ Seamless black steel pipes for ordinary use, plain ends, in accordance with astm a120-54, grade a, random lengths 16-22 ft., id 10.136", od 10.750, 328 ft.; 6.065, od 6.625, 1,000 ft.; 4.026" od 4.500, 1,640 ft. Inv. no. CP2-2143.

Both the above are for PA#484-660-000-253-3217. U.S. source. Bid deadlines June 27 and June 26 respectively. Under GSA Defense Materials Services procedure. Specifications and conditions may be obtained from Mr. Jos. C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

■ Steel plate, to astm 283, grade c, 3/16" x 5' x 10', 36 pcs., ¼" x 5' x 20", 105 pcs.; 5/16" x 5' x 10', 36 pcs.; steel channels to astm a7, 4" x 5.4' x 40', 25 pcs., 9" x 13.4 x 40', and 7" x 9.8 x 40', 10 pcs. each. CP2-2079-1.

■ Steel rectangular bars, 120 mm. x 140 mm. x 4300 mm., 260 pcs., approx. 145 mt. to astm a7, to be used for construction of electrolytic pots. CP2-2146.

■ Seamless steel pipe, 2" to astm a-53, grade b, bevel ends, lengths 16' to 25', 4.000', 4" same, 5,000 ft., 8" same, 3,000 ft., 10", 500 ft. CP2-2055-1.

All the above are for PA#484-660-000-253-3217. U.S. source. Bid deadline June 25. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei.

● **GREECE**—Steel pipe, 8" dia. x 3/16" wall, 2,000 lineal m.; 10" dia. x 3/16" wall, 2,000 lineal m.; 16" dia. x 3/16" wall, 5,000 lineal m. —8 to 12 m. in length. Specification C-202-49 of American Water Works Assn. Tender no. 946, bid deadline July 8. Greek Water Co., 4 Kolokotroni St., Athens. (Telephone: WO 7-2363).★

■ **INDIA**—Steel z sections, sheets, spring steel billets, approx. 28,600 mt. To be delivered for full shipment within two to three months from date of placement of order. Loan no. 386-H-086. U.S. source. Bid deadline June 27. Ministry of Railways, Railway Bd., New Delhi. Tender no. S-39. En9. no 688. Tender forms may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. on payment of $2.10 per set, not refundable.★

■ Crca steel sheets, standard U.S. gauge for no. 11 (.1196), 8′ x 4′-0″, x 6′ x 3′-3″; same but no. 14 (.0747″) x 7′ x 4′-0″. Amount $6,029. Basis of quotation to be fas, insurance, freight and other expenses. Loan no. 386-H-082. U.S. source. Bid deadline June 28. British India Electric Construction Co., Ltd., 21, Netaji Subhas Rd., Calcutta 1. Ref. no. DC/217/BDL/13. IL#DL/55/606/03 1 01/0019. Purchaser's no. LPO No. BI/S/384.

■ Seamless or electrical welded pipe, plain ends, square cut, black, lengths of 20′, 6″, api-5L table 8, or astm., various sizes 6,600 pieces. Api-5L Table 6, either seemless or erw quality, various sizes and weights, 650 pcs. Seamless coupling stock in random lengths of eight ft. and over, various sizes, 2,500 ft. As all the raw materials are required for the manufacture of Johnston vertical pumps, a copy of the quotation should be forwarded to Johnston Pumps India, Ltd., 2, Fairlie Pl., Calcutta 1. Cable: JAYPUMPS, Calcutta, Loan no. 217. U.S. source. Bid deadline June 23. M/s. Garden Reach Workshops, Ltd., 43/46, Garden Reach Rd., Calcutta 24. Cable: COMBINE, Calcutta. IL#A-586686/61/AU-DW/CCI/HQ/RM/L.II (E). Ref. no. 65(290)/63-AID.I.★

■ **KOREA**—Ferromanganese; ferrosilicon; ferrochromium; ferromolybdenum, $87,500. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 23. Wuon Poong Industrial Co., Ltd., 28, 2-Ka, Taipung-Ro, Chung-Ku, Seoul. C&f or c.i.f. Korean ports., U.S. flag vessels. Copy of offer to be sent air mail to Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul.

■ **PAKISTAN**—Prime coke hot dipped tinplate, u/a, 1.25 lb., tin coating, 107/108 lb. baseweight, size 18¾ x 28″, 66%, 20″ x 30″, 34%; galvanized wire, bwg 8. $36,461. Loan no. 7. U.S. source. Bid deadline June 25. Burma Oil Mills, Ltd., 20 West Wharf, P.O. box 4066, Karachi 2. Cable: BURBOIL, Karachi. S/A no. 041979.

■ Monel wire, cold drawn, hard, tolerances 0.01 mm., —0.02 mm., 8, 10, 12 swg, approx. nine t.; ferromanganese, low and high carbon, 14 t.; nickel wire, cold, drawn, hard, 18 swg; bronze wire, eight swg., four t. Prices should be quoted in U.S. dollars, per long t.; fob/fas cost per ton and freight should be quoted separately. 100% U.S. flag vessel. Loan no. 391-H-056. U.S. source. Bid deadline June 23. Pakistan Welding Ekectrodes, Ltd., Plot no. 19/E, SITE., Karachi 16. Cable: PAWELECTRO. IL#231613.★

PHILIPPINES—Structural steel. Mayon Consolidated, Inc., (contracting, construction), 93-95 Panay Ave., Quezon City.

● **TURKEY**—Seamless steel pipe, 11 times from 20 mm. through 140 mm. in dia., 4,450 m.; galvanized steel pipe from ½″ id through 4″ id, approximately 4,680 m. To be manufactured and tested in accordance with American Bureau of Shipping requirements. Tender no. 3001-285, bid deadline June 28. Malzeme Mudurlugu, Denizcilik Bankasi TAO., Bahcekapi, Istanbul, (Materials Purchasing Dept., Turkish Maritime Bank). (Telephone: WO 7-2363).★

■ Electrolytic tinplate waste waste, assorted to size, gage, soft temper, bright, 20 and 28″ and larger, 70 t.; and/or coke tinplate waste waste, 90/107 lb. base weight and 18.¾ x 28 with plus tolerance of 10% and/or 20 x 28 and larger. Under GSA Defense Materials Services procedure. PA#277-660-901-356-3226. Limited worldwide (901). Deadline June 30. Yako Sauloglu Aleksandr Ve Kardesleri, 895 Sok. no. 7/2, Izmir. S/A no. 1094/037065. C&f Izmir.

332 Iron, Steel Foundries

NETHERLANDS—Finned tubes. Direct purchase and agency. N.V. Robur, (manufacturer), 53 Kanaaldijk, Helmond.

PAKISTAN—Pig iron; grade one. Silicon 2.78 to 3.5%, manganese 1.0 to 1.5%, phosphorous not more than 0.40%, sulphur not more than 0.033%, grade two. Silicon 2.25 to 2.73%, manganese 1.0 to 1.5%, phosphorous not more than 0.05%; iron and steel; rs. joints sizes 6″ x 3″, 7″ x 4″, 10″ x 5″, 12″ x 6″, gi. pipe of inside dia. 4″, 6″, 8″, ms. pipes of inside dia. 4″, 5″, and 6″, ms. plates of sizes 3/16″, ¼″, 3/8″, 5/8″, ½″, and 1″, tin plates of sizes 28-g, 30-g, gc. sheets sizes, 24-g and 26-g, gp. sheets, sizes 16-g, 18-g, 22-g, 24-g, 26-g, 28-g, and 30-g, ms. sheets, hrca. & crca. sizes 10-g, 12-g, 16-g, 18-g, 22-g, 24-g, 26-g, and 28-g, ms. polish sheets, hrc. & crca. sizes 16-g, 18-g, 20-g, gi. wire of 8-g, 10-g, 18-g, 20-g, 24-g, and 4-g, ms. wire of 8, 10, 18, 20, 24 gauge, nail wire sizes of 6 bwg, to 20 bwg, ms. round dia. 3″ to 6″ in the length of 18′ to 20′, ms. billets, prime quality, heat marked die stamped, 18′ to 24′ lengths with 10 shorts down to 12′ shipped loose. Size 22″ x 2″, 2½″ x 2½″ and 3″ x 3″, squares (corners rounded) with makers test certificate. Direct purchase and agency. Abdul Rauf Malik and Sons, (manufacturers' agent), 6 Brandreth Rd., P.O. box 608, Lahore. WTD 5/17/63.

335 Rolling, Drawing, Extruding of Non-Ferrous Metals

■ **KOREA**—Virgin aluminum ingots, 99.5% min/al, about 50 mt. Ref. #FFO-SAI-3-103A. Choong Buk Casting Works, no. 192, Nam-joo Dong, Choong Joo, Choong Buk. Cable: CATHEXCO, Seoul.

■ Aluminum ingots, al. 90% up, 15 mt.; aluminum rod or bar, five mt. FFO-SAI-3-436A. Dae Heung Metal Industry Co., Ltd., no. 91, 3-ka, Yangpyung-dong, Yongdungpo-ku, Seoul.

Both the above requirements are for PA#-489-901-356-3202. Limited worldwide (901). Quotation deadline June 24. C&f, c.i.f. Pusan or Inchon.

■ **PAKISTAN**—Copper ingots, wire bars, electrolytic 99.9%, min. purity to astm designation B-5-43; zinc electrolytic ingots, 99.99% purity. Prices required on c&f Karachi basis with indication of ocean freight. $11,550. Loan no. 391-H-056. U.S. source. Bid deadline June 22. Tha Rajput Metal Works, Ltd., G.T. Rd., Gujranwala, W. Cable: RAJPUT, Gugranwala. IL#206906. Purchaser's no. 08277/206906.

336 Nonferrous Foundries

PAKISTAN—Non-ferrous metals; zinc ingots, please quote analysis; brass ingots, 99% pure for making household utensils, copper ingots 99.9% pure for moulding; brass sheets sizes 48″ x 14″ in 24, 26, 28, 30, 32 and 36 bwg; copper sheet in all gauges, brass tube in all sizes and diameters; brass rod, in all sizes and diameters; copper tube 1/8, 3/16, ¼, 5/16, 3/8 inside diameter, copper rod in all sizes; brass wire netting, no. 41 x 100 mesh of 2′ x 50′ roll; tin ingots, 100% pure. Direct purchase and agency. Abdul Rauf Malik & Sons, (manufacturers' agent), 6 Brandreth Rd., P.O. box 608, Lahore. WTD 5/17/63.

339 Iron, Steel Forgings

■ **CAMBODIA**—Tackle chains, various sizes, quantities; challenger cylinder security locks, no. 850 dz, 200 pcs.; Ennis five pieces trowel set, 1,305 sets. Quotation deadline June 24. Ets. Peng Hong, (Tek Peng) 34, Vithei Oknha Ouk Loun, Phnom Penh.

■ Tackle chains, various, 15,000 kg.; viiala's files, 4, 4½, 5, 6″, 300 doz.; half round files, 8, 10, 12″, 30 doz., coarse cut; bastard cut, 80 doz.; smooth cut, 50 doz.; hand files, various cuts, 195 doz. Deadline June 24. Tran Van Ets, Tran Hiep Seng, 117, Vithei Okhha In, Phnom Penh. Cable quotations accepted.

Both above procurements for PA#442-660-898-221-2219. Limited worldwide (898). C&f Phnom Penh.

342 Cutlery, Hand Tools, General Hardware

BURMA—Vacuum flasks, 2-5 pints, narrow and wide mouth, for hot, cold liquids; kitchenware, such as spoons, knives, forks; competitively priced. San Trading House, (importer, wholesaler, retailer, exporter, commission agent), 96/98-30th St., Rangoon. WTD 10/10/62.

ENGLAND—Special purpose hand tools. Direct purchase and agency. Revel Engineering Co., Ltd., (manufacturer), Hayes Rd., Southhall, Middlesex. WTD 5/10/63.

GREECE—Builders hardware; door locks, door stops, door closing devices, especially automatic springs; directly from U.S. manufacturers. Giokas-Kaklamanos & Co., (importer, wholesaler), 7 Aghias Eleousis St., Monastiraki, Athens. WTD 5/23/63.

HONG KONG—All types of screw drivers with plastic handles; requests replies from manufacturers only. Cornwell & Co., (importer, exporter, commission agent), Rm. 306, Pedder Bldg., P.O. box 978, Pedder St., WTD 3/9/61.

NETHERLANDS—Automotive handtools. Handelsonderneming Grame, (importing distributor), 34 Willem van Abcoudelaan, Driebergen.

Household articles, sold in food stores. Direct purchase and agency. G.P. Hirsch, (sales agent), Simon Stevinweg 157, Hilversum.

PAKISTAN—Metal household hardware, furniture fittings; small hand tools for wood and metal working; specifications available on loan basis from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675). Direct purchase and agency. Abdul Rauf Malik and Sons, (manufacturer's agent), 6 Brandreth Rd., P.O. box 608, Lahore. WTD 5/17/63.

PHILIPPINES—Lock sets. Direct purchase and agency. Smith, Bell & Co., (importing distributor, manufacturer's agent, manufacturer, exporter), P.O. box 311, Manila. WTD 1/10/62.

Finishing hardware. D. M. Consunji, Inc., (contracting, construction), 1120 Mendiola Ext., Paco, Manila.

SYRIA—Modern handtools for construction and interior decoration. Ferid S. Gareg (importer, wholesaler), P.O. box 1141, Amin Rihani St., Minassian Bldg., Aleppo. WTD 4/8/63.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Bathroom, plumbing equipment. Frans Jeltes N.V., (importing distributor), P.O. box 117, Groningen.

Cast iron central heating boilers, (for homes, offices and factories), oil, gas heating; radiator

valves, couplings, oil burners. Direct purchase and agency. Stork & de Haard N.V., (wholesaler), 39-41 Aelbrechtskade, Rotterdam-6.

344 Fabricated Structural Metal Products

ETHIOPIA—New industrial boiler. Indo-Ethiopian Textiles, S.A., (cotton goods and yarn manufacturer), P.O. box 1041, Addis Ababa. WTD 11/29/62.

● **KOREA**—Supply, erection of three boilers 30,300 lb. steam per hr., with auxiliary equipment and the training of two engineers at the plant of the vendor for two months in the design, manufacturing, installation of the boilers. Tender no. kfx 3049-s, bid deadline July 4. Value of contract $581,925.00. For Office of Monopoly for new AMF cigarette plant. Office of Supply (OSROK), Government of the Republic of Korea, Seoul. Specifications available from the Myong Nam Ahn, Procurement Attache, Korean Embassy, 2322 Massachusetts Ave., NW., Washington 8, D.C.

■ **PAKISTAN**—Empty gas cylinders, according to specifications ICC-8, complete in all respects, nominal capacity 200 cft, with valve as per bss 341 of 1945, $10,080. Loan no. 391-H-056. Bid deadline June 24. The Pakistan Industrial Gases, Ltd., 118 G.T. Rd., Lahore 15. Cable: PING. Import license no. 224247.

349 Fabricated Metal Products

■ **CHINA**—Spare parts for clark compressor, 68 items, various quantities, such as liner bearing (split-2 halves); labyrinth-large "b" stages one and two; shaft seals, seal rings; valve chairs; stop plate, suction; stud for ce head; spring for loaded valve chair and bearing liner, suction top and bottom. Inv. #CP2-2151. Bid deadline June 22.

■ Spare jergnson level gauges, valves, or equal, three items, in various quantities. Inv. no. CP2-2094. Bid deadline June 24.

■ Psi iron body flanged valves, 2" and 3", 20 sets each. CP2-2124. June 22.

All the above equipment for PA#484-000-253-3214. U.S. source. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Specifications and conditions may be obtained from Mr. Jos. C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

■ Screwed pipe fittings, one lot. Itemized prices to be quoted. Bidders are requested to submit detailed specifications, including literature and drawings for evaluation. PA#484-660-000-253-3217. U.S. source. Bid deadline June 26. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei. Inv. no. CP2-2081-1. Specifications may be obtained from Mr. Joseph C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

GERMANY—Lipstick holders. Wuerttembergische Parfuemeriefabrik G.m.b.H., (manufacturer, importer, exporter), Eislingen, Fils. WTD 5/16/63.

ITALY—Bellow expansion joints, high pressure, 18", 20", 22", 24", 26", 28", 30" dia. for crude and other oil product pipelines. Direct purchase and agency. Stuart Culley, (agent), Via Zuretti 4, Milan.

Deluxe metal household ornamental objects, novelty articles. Vagnozzi Ernesto, (retailer), Via Campo Marzio 3, Rome.

SPAIN—Copper-aluminum connectors for evaporators in domestic refrigerators. Juan Antonio Echevarria, (importer, exporter, manufacturer), Ibanez de Bilbao 2—6°, dept. 16, Bilbao. WTD 5/14/63.

350 Machinery

PAKISTAN—Machine tools for wood, metal working, workshops; machinery, tools, including portable and electric; available current 220/240 and 400/440 v., a/c, 50 cycle; specifications available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4317, Department of Commerce, Washington 25, D.C. Telephone: WO 7-4675). Direct purchase and agency. Abdul Rauf Malik and Sons, (manufacturer's agent), 6 Brandreth Rd., P.O. box 608, Lahore. WTD 5/17/63.

351 Engines, Turbines

AUSTRALIA—A 1-2 megawatt turbine electric generating system. Operated on locally produced natural gas. Quotations on new and used equipment requested; N.B. Australia is 50 cycles. Fob ex U.S. port and cif Brisbane or Sydney. Mr. N. Hooper, Mayor, (municipal government), Roma, Queensland.

● **BURMA**—Supply of two 50 kw., 70 kva. self-contained diesel generator sets mounted on base plate and direct coupled 1,000/1,500 rpm. Tender no. NIV/193/G-3(62-63), bid deadline June 24. The Chairman, Civil Stores Committee (1), St. Johns Rd., Rangoon. A copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242).

MEXICO—Outboard, inboard marine engines. Direct purchase and agency. Cia. Mexicana de Salvamento Marino, S.A., (importer, retailer, wholesaler), Ave. Juarez no. 30-306, Mexico 1, D.F. WTD 4/22/63.

THAILAND—Gasoline engines, four-cycle, short stroke, air-cooled, with an output of three to seven hp. Direct purchase and agency. Berli, Jucker & Co., (importing distributor), 1136 New Rd., near G.P.O., Bangkok. WTD 3/12/62.

Diesel engines, single cylinder, stroke 75-100 mm., water-cooled, with output of 2.5 to 4.5 hp. Direct purchase and agency. Berli, Jucker & Co., (importing distributor), 1136 New Rd., near G.P.O., Bangkok WTD 3/12/62.

● **TURKEY**—Supply of 30 each diesel or gasoline engine-generator sets, 3 kva. (min.) single phase, 230 v., 50 cycle with automatic voltage regulators and switchboards. Tender no. 63-10T-34, bid deadline June 27. DSI Genel Mudurlugu, Makina ve Ikmal, Dairesi Reisligi, Ankara. A copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242).

352 Farm Machinery

■ **COSTA RICA**—Various agricultural equipment, including fencing, sprayers, tillers, lawn mowers, wheel barrows, seed germinator, rain gauges, from Nasco, Inc., Seedboro Equipment Co., AM. Leonard & Sons, Inc., catalogues, or equal. PIO-A-11-AA-0-30157. Costa Rica and limited worldwide (901). Quotation deadline June 24. USAID Mission to Costa Rica, c/o American Embassy, San Jose. cif.★

MEXICO—Tractor-drawn implements; disc and colter plows, disc harrows, flexible and spring cultivators, planters, harvesters, levelers, ridgers. Direct purchase and agency. Compania Panamericana de Maquinaria, S.A., (importer), Apartado Postal (P.O. box), 21132, Ponciano Arriaga no. 6, Mexico, D.F. WTD 4/8/63.

VENEZUELA—Dairy, veterinary products, equipment, utensils such as: electrical fences, motor-operated feed mixers, branding irons, metal marking tags, conic buckets for milk, milk tanks, milk cooling equipment, mechanical milking equipment, milk strainers, drinking troughs, feeders, brooders, brushes, castration knives, dehorning implements, hooving implements. Direct purchase and agency. Palenzona & Cia. C.A., (importer, wholesaler, sales agent), Edificio Palenzona, Avenida Andres Bello, Caracas. WTD 12/13/62.

353 Construction Machinery

■ **CAMBODIA**—Spare parts for tractors, large quantities and assortment. Societe Commerciale Khmere, (L. Rondon & Co.), Norodom St., P.O. box 231, Phnom Penh. Cable quotations accepted. Quotation deadline June 24.

■ Allis-Chalmers, hd-63 tractors, with complete equipment, two. Bid deadline June 23.

Both the above are for PA#442-833-901-354-3202. Limited worldwide (901). C&f Phnom Penh.

■ Spare parts for tractor, clutch, gear, large assortment; batteries for tractor, 100. Ets., Moha Bopea, (Ly Yoat Lay), 299 Vithei Preah, Phnom Penh. Cable quotations accepted.

■ Case diesel tractor, model 630, four-wheel standard with tires and transmission, five each; same, model 830, five; mounted disk plow no. 23, three disks, five; four disks, six each; hydraulic unit and eagle hitch for tractor model 830. Chau Khong, (Ets. Tieu Hong), no. 59 V. Hassaken, Phnom-Penh. Cable: EXPORKHO, Phnom Penh.

Both the above are for PA#442-833-901-35403202. Limited worldwide (901). Quotation deadline June 25.

■ **CHINA**—Electric passenger elevator, one. PA#484-000-253-3214. U.S. source. Bid deadline June 24. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. CP2-2159. Specifications including conditions may be obtained from Mr. Jos. C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

GERMANY—Conveyor belting for every industry; belts for conveying, elevating and power transmission. Requests replies from manufacturers only. Interested in concluding licensing agreements. Direct purchase and agency. Friedrich Schaefer, (manufacturer, wholesaler, exporter), 24 Bleichstrasse, 79 Ulm a.d. Donau. WTD 2/6/62.

● **INDIA**—Global invitation. Up to three 250 hp, four-cycle diesel engine crawler tractors: one cable-operated u-dozer blade for coal handling; ddpc unit; one standard dozer blade with push plate; 10,000-hr. track guarantee. Spare parts. Up to two 90-100 hp four-cycle diesel engine tractor shovel-loaders & pipe layers, (crawler type preferred). Accessories, spare parts. Two model p&h 105 btc, (or equal), 12½ t. mobile mounted cranes, four-cycle 60 hp diesel engine. One 75-t. capacity tractor-truck flat bed trailer, (mack-train mobile fc 75 or equal). Optional accessories, spare parts. Two 6,000 lb. capacity crab

winches. Tender no. PC/1/50/63-64/PT-1 of May 1963. Bid deadline July 19. Damodar Valley Corp., Anderson House, Alipore, Calcutta 27.

PHILIPPINES—Logging trucks, tractors; spare parts; logging cables. Q. Gonzales, Logging Concessionaire, (producer) Ground fl., Far East Bldg., Buendia Ave., Makati, Rizal.

Logging equipment. Ravago Commercial Co., (producer, exporter), 50 North Bay Blvd., Tondo, Manila.

Logging equipment. Pamplona Redwood Veneer, Inc., (lumber producer), 1207 Florida St., Manila.

■ **TURKEY**—Motor grader with elevator attachment, capable of delivering at least 150 hp., independent starting with gasoline engine, transmission at least six speeds forward and backward four speeds. Elevating grader to have at least 22 ft. conveyor. PA#277-700-901-356-3227. Limited worldwide (901). Quotation deadline June 25. Hakki Carmikli Ogullari Tahsin-Orhan Carmikli Koll. Sti. P.K. 124, Sisli, Istanbul. S/A no. 1469.

354 Metalworking Machinery

AUSTRALIA—Metal extrusion press, 1000-1500 t., to extrude copper, brass, aluminum. Copper and Aluminum Co. of Australia, Pty., Ltd., (manufacturer), 72 Burwood Rd., Burwood, Melbourne, Victoria. WTD 5/23/63.

ENGLAND—Special purpose machine tools. Direct purchase and agency. Revel Engineering Co., Ltd., (manufacturer), Hayes Rd., Southall, Middlesex. WTD 5/10/63.

Plant engineers tools, equipment; hydraulic and/or pneumatic equipment, control gear. Direct purchase and agency. A.M. Burch & Co., (manufacturer, sales agent), 46 Braywick Rd., Maidenhead, Berkshire. WTD 5/9/63.

GERMANY—Any type of small electrical or small hand-operated tools, if possible new types of products, priced between $3.75 and $75.00. H. Brennenstuhl-Apparate, (importer, exporter, wholesaler), 24-26 Albstrasse, Tuebingen-Pfrondorf. WTD 4/18/63.

Welding machines. H. Albrecht K.G., (manufacturer), Stuttgarter Strasse 107, Kornwestheim bei Stuttgart. WTD 5/16/63.

Special machine tools. Hahn & Kolb, (importer, wholesaler, exporter, sales agent), Koenigstrasse 14, Stuttgart-N. WTD 5/20/63.

Grinding belts. Mach-Schleiftechnik, (manufacturer, wholesaler), 5 Gluekhergasse, P.O. box 151, 721 Rottweil/Neckar. WTD 4/23/63.

ITALY—Vertical lathe ½ table dia. 3300-3700 mm.; oil hydraulic double housing drawing presse, power 500 t., sizes of plates 1600 x 2000 mm., piston displacement 1100 mm. Siome-Societa' Italiana Officine Maccine Edili, Via I Maggio 23/a, Malnate, Varese.

● **KOREA**—Heavy duty engine lathes accessory equipment. Bid no. KFX-3050-S, bid deadline July 12. Office of Supply, Government of the Republic of Korea, for the Ministry of Transportation, Seoul.★ (Telephone: WO 7-5593).

NETHERLANDS—Latest type tools for metal working, measurement. A. Widenhron N.V., (importer, exporter), 457 Westzeedijk, Rotterdam.

NORWAY—Portable electric drills suitable for use in automobile repair shops; must operate on 220 v. a/c and 50 cycles. Direct purchase and exclusive agency for Norway. H. Astrup & Co., a/s, (importing distributor, wholesaler), 32 Chr. Krohgs gate, Oslo. WTD 9/24/62.

PAKISTAN—Metalworking machinery for modernization of plant; specifications available on a loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675). Direct purchase and agency. Faizi Industries, Ltd., (manufacturer), G.T. Rd., Gujranwala. WTD 4/10/63.

PHILIPPINES—Hand and power tools. Unno Commercial Enterprises, Inc. (importing distributor, manufacturer's agent), 302 Pacific Bldg., 460 Rosario, P.O. box 3163, Manila. WTD 8/7/62.

355 Special Industry Machinery

AUSTRALIA—108" or larger band log mill machine, (not necessary complete with carriage), min. 12" wide blade. Neale Industries, Attn. Mr. R.J. Smith (manufacturer, importer, exporter), P.O. box 23, Greenacre, N.S.W.

Machinery to re-equip factory manufacturing pickles, sauces, condiments. John Wiper, Ltd., (manufacturer), 50-60 Chapel St., Norwood, South Australia. WTD 2/15/63.

CHILE—Textile machinery, accessories, spare parts. Direct purchase and agency. Roberto Gottlieb S.A.C., (importer), 1159 Catedral, Casilla 9595, Santiago. WTD 8/27/62.

■ **CHINA**—Spare part airflex engine clutches, cat. d-397-t engines; group b, spare parts for national ideal no. hs-20½" rotary machine; group c, parts fe-27½" rotary machine; group d, ideal t-110 drawworks, one lot each. Bid deadline June 26. Inv. no. CP2-2126.

■ Spare parts for 18VS356, 18V358, ammonia centrifugal compressors, ser. no. 3419/3418. Bid deadline June 25. CP2-2104.

■ Transformer loss compensator, three-phase, two element, 120/240 v., five amp., per spec. 62-61, three sets; storage battery, 125 v., 200 ah.; per spec. 62-67 Inv. no. CP2-2067G-1. June 24.

All the above procurement is for PA#484-000-253-3214. U.S. source. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei.

ECUADOR—Machinery and equipment for African palm oil plant; plant to have capacity sufficient to handle 1½ t. of fruit per hr. Requests replies in Spanish. Fidel Egas Grijalva, (agricultural enterprise), Calle Juan Leon Mera 741, Quito.

● **EL SALVADOR**—Lathe, one, 12¼" swing, 54" bed, 1½ hp. electric motor, 220 v., 60 cy. Band saw, one, 18", tilt table, to center 36" circle. Planer, one, 12 in. cut to 5/32 depth, take 4" stock. Circular saw, one, one hp. Bench saw, one, 10" tilt arbor to 45°. Tender no. 174/59 notice five, bid deadline June 28. Specifications in Spanish. Proveeduria General De La Republica, San Salvador.★ (Telephone: WO 7-5589).

ENGLAND—Automatic industrial cleaning machinery and equipment. Direct purchase and agency. Revel Engineering Co., Ltd., (manufacturer), Hayes Rd., Southall, Middlesex. WTD 5/10/63.

GERMANY—Small machinery and apparatuses for wood-working, plastic-working, metal-working. Direct purchase and agency. Hermann Roemer G.m.b.H. & Co., (manufacturer, exporter), P.O. box 129, 7707 Engen/Hegau. WTD 4/8/63.

JAPAN—Cotton yarn testing instruments; strength testing, cotton yarn tension testing, evenness testing instruments, motor-driven, standard size, latest, most-improved type. K. Onishi & Co., Ltd., (importer, exporter), 59 Utsubo 1-chome, Nishi Ku, Osaka.

MEXICO—New and re-conditioned textile machinery. Direct purchase and agency. Cia. de Industria y Comercio, S.A., (importer, wholesaler, retailer), Apartado Postal (P.O. box) 29 Bis, Delicias 15, Mexico, D.F. WTD 4/18/63.

New and re-conditioned machinery for making, repairing shoes. Casa Novoa, S.A., (importer, wholesaler, retailer), Carpinteria no. 13-b, Mexico 14, D.F. WTD 3/13/63.

NETHERLANDS—Central automatic lubrication equipment for use in dairy industry; hygiene absolutely essential. N.V. Fabriek van Melkproducten der Vereenigde Zuivelbereiders, (United Dairyman), (manufacturer, exporter), 18 Persoonsdam, Rotterdam-20.

Packaging machinery for polystyrene products. N.V. Nederlandse Cellglass Sidac Maatschappij, (importing distributor), 16 Westerdijk, Utrecht.

NORWAY—Ultrasonic cleaning equipment for ship holds and tanks. Direct purchase and agency. Cimex A.S., (importing wholesaler, manufacturer's agent), 5 Welhavensgate, Oslo. WTD 3/5/63.

■ **PAKISTAN**—Electric motors, indusctio and/or repulsion type; compressor units; piston pumps, car washing pumps; time switches; industrial refrigeration, 25 items. $18,711. Loan no. 391-H-056. U.S. source. Bid deadline June 24. The English Electric Co., Ltd., 4 Queens Rd., Lahore. IL#223060.★

PERU—Machinery and accessories for tanning industry and shoemaker's articles. Curtiembre Ibanez S.A., (manufacturer, wholesaler), San Juan de Dios 243, Casilla 237, Arequipa. WTD 2/19/63.

PHILIPPINES — Woodworking machinery. Timber Exports, Inc., (lumber producer), 419 Bank of Philippine Islands Bldg., Manila.

SOUTH AFRICA—Printers machinery and equipment. Monotype Machinery, (S.A.), Ltd., (importing distributor), Monotype House, 84/86 Buitengracht St., Cape Town.

356 General Industrial Machinery

● **EL SALVADOR**—Pumps, two, vertical turbine for wells, 830 gpm, total dynamic head 370 ft.; pumps, two centrifugal, auxiliary (booster), 250 gpm, total dynamic head 105 ft.; both to have electric motors, splash-proof, 440 v., 3 ph, 60 cy. Tender no. IM 16/63, bid deadline June 28. Specifications in Spanish. Administracion Nacional de Acueductos y Alcantarillados, 22 Av. Nte. No. 512, San Salvador.★ (Telephone: WOrth 7-5589).

● Pumps, three, vertical turbine, 2000 gpm, total dynamic discharge 328 ft. electric motors 440 v., three-ph. 60 cy. pumps, three, vertical turbine, 360 gpm., total dynamic discharge 217 ft. Tender no. 1M 15/63, bid deadline June 25. Specifications in Spanish. La Administracion Nacional De Acueductos y Alcantarillados, (Proveeduria), 22 Av. Nte. no. 512, San Salvador.★ (Telephone: WO 7-5589).

GERMANY—Small electrical spray guns, H. Brennenstuhl-Apparate, (importer, exporter, wholesaler), 24-26 Albstrasse, Tuebingen-Pfrondorf. WTD 4/18/63.

INDIA—Automatic wrapping and tamping machines for use in manufacture of dry batteries; specifications available on loan basis from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675). Estrela Batteries, Ltd., (manufacturer), Plot no. 1, Dharavi, P.B. 6602, Matunga, Bombay 19. WTD 10/3/61.

ISRAEL—Air purification machinery, specifically for elimination of smoke and dust from industrial sources; machinery to reclaim water for industrial use. Direct purchase and agency. Moshe Loudar, (importer, exporter), 84 Ben Yehuda St., Tel Aviv.

JAPAN—Dust-filtering and car exhaust filtering equipment. Mr. Eiji Kawamura, Okura Trading Company, Ltd., (import, export), 2, 2-chome, Ginza, Chuo-ku, Tokyo. WTD 11/29/62.

MALAYA—War surplus brand new ball and roller bearings. Seong Hin Co., (importer, wholesaler, retailer), 52 Klyne St., Kuala Lumpur. WTD 4/29/63.

MOROCCO—Electric immersion water pumps for bore holes of 4 to 10 in. dia. having an hourly debit of from 5 to 150 cu. m., using water rather than oil as lubricant; deep well turbine water lubricated pumps having an hourly debit of from 5 to 150 cu. m.; 1.5 to 100 kva generators, (without power unit), self regulated and self excited, turning at 1,500 rpm producing three-phase, 50 cycle current at 127 and 220 v. or at 220 and 380 v. Direct purchase and agency; requests replies from manufacturers only in French. Societe Marocaine de Developpements Industriels et Agricoles "Smadia," (importer, distributor), 113, Boulevard de la Resistance, Casablanca.

NETHERLANDS—Ventilators for residential and industrial use. Handelsonderneming Grame, (importing distributor), 34 Willem van Abcoudelaan, Driebergem.

Direct current submersible pumps. Direct purchase and agency. Electro Technisch Bedrijf C. Hartendorp, (importing distributor, sales agent), 3 Spaarne, Haarlem.

PAKISTAN—Ball bearings; 3000, 3100, 3200, 3300, 3400, 3500 series, direct purchase and agency. Blue Feather Affiliations, (manufacturers' agent, commission merchant), 16 Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

357 Office, Computing, Accounting Machines

NETHERLANDS—Computers and all accessories of electronic equipment. Groeneveld Van Der Poll & Co.'s Electrotechnische Fabriek, (manufacturer, importer), division Technisch Verkoopkantoor Groenpol, 13-15 Prinsengracht, Amsterdam. WTD 4/17/63.

PHILIPPINES—Electronic weight bridge with 30 t. capacity to automatically register the weight of a loaded truck. Liberty Flour Mills, Inc., (importer, manufacturer), 528 Blumentritt Ext., Mandaluyong, Rizal. WTD 4/14/61.

358 Service Industry Machines

NORTHERN IRELAND—Laundry, drying cleaning machinery, equipment; requests quote prices cif Belfast. Belfast Collar Co., Ltd., (manufacturer of men's, children's clothing), 2 Shaftesbury St., Belfast 13.

ITALY—Air-conditioning equipment for central and on-the-job assembled systems. Direct purchase and agency. Ing. Bergamini & Co., (installer, manufacturer), Via G. Avezzana 51, Rome. WTD 10/8/62.

Air-conditioning equipment for central and on-the-job assembled systems; industrial refrigeration equipment for warehouses, slaughter houses, food processing plants; prefers makes not already being offered by agents for foreign suppliers in Italy. Ernesto Origgi, (installer), Via G. Severano 5, Rome.

Domestic, industrial air conditioning units; also hot air generators for domestic use, ranging from 10,000 to 50,000 calories. Ditta Baccianini, (wholesaler, retailer, importer), Via Martignano 6, Rome.

JAPAN—All types of vending machines. Direct purchase and agency. Tsugami Seisikusho K.K., (Tsugami Manufacturing Works), (manufacturer), Nihon Seimei Bldg. 1, Shibatamura-cho, 4-chome, Minatoku, Tokyo. WTD 10/10/61.

Coin changers. The Nippon Kangyo Bank, Ltd., (general banking, authorized foreign exchange business), 1, 1-chome, Uchisaiwai-cho, Chiyoda-ku, Tokyo.

All types of vending machines for candy products. Meiji Seika K.K., (manufacturer, exporter), 26 Bldg., 6 Kyobashi, 2-chome, Chuo-ku, Tokyo. WTD 10/24/61.

All types of vending machines for food, hot, cold drinks. Yawata Iron & Steel Works, Ltd., (manufacturer), Tekko Bldg., 1 Marunouchi, 1-chome, Chiyoda-ku, Tokyo. WTD 3/8/62.

All types of vending machines for food and sundry goods. Mr. Keiji Yabe, Fifth Business Dept.; The Daimaru, Inc., (exporter, importer, manufacturer), 1-1 Marunouchi, Chuo-ku, Tokyo.

Automatic vending machines for dispensing cigarettes, beverages, food for installation in hotel and golf course. Kawana Hotel, Mr. Kiyoshi Sawakuri, Executive Managing Director (hotels), Kawana, Ito City, Shizuoka Prefecture.

Hot-coffee vending machines. Exclusive agency and direct purchase. Requests replies from manufacturers only. Sankyo Electric Company, Ltd., (manufacturing, exporter), Kotobuki-cho, Isezaki Gumma Prefecture.

Automatic vending machines. Shozando Company, Ltd., (manufacturer, wholesaler), 818, Takada Minami-cho, 3-chome, Toyoshima-ku. WTD 7/27/60.

359 Machinery

GERMANY—Drives, pulleys, couplings, other machine components. Direct purchase and agency. Friedrich Schaefer, (manufacturer, wholesaler, exporter), 24 Bleichstrasse, 79 Ulm a.d. Donau. WTD 2/6/62.

360 Electrical Machinery

ENGLAND—Small electrical apparatus and components for the general electrical engineering, electronic, automation trades. Direct purchase and agency. Oliver Pell Control, Ltd., (manufacturer, sales agent), Cambridge Row, Burrage Rd., Woolwich, London SE. 18. WTD 4/24/63.

361 Electric Transmission, Distribution Equipment

● **AUSTRALIA**—Pulse-code modulation multichannel test equipment, one unit. Schedule C 9218, bid deadline August 15. Forms and specifications are available from Postmaster-General's Dept., 114 Russell St., Melbourne, C.1, Victoria.★ (Telephone: WOrth 7-2312).

■ **CHINA**—Watthour meter with cumulative demand register, 200 pcs., three-phase, three-wire, two element for use with instrument transformer, bottom connection, glass cover, 120 v., 2.5 amp., 60 cycle; same but three-phase, four-wire, three-element, 60 pcs. CP2-2137. Bid deadline June 22.

■ 120 Varhour meter, three-phase, four-wire, three-element for use with instrument transformers, bottom connected, glass cover, 120 v., 2.5 amps., 60 cycles. Deadline June 21. CP2-2138.

Both the above are for PA#484-000-253-3214. U.S. source. Specifications and conditions may be obtained from Mr. Jos. C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

● **KUWAIT**—Supply and erection of low, medium, high voltage switchgear; cables and control equipment. Tender no. MEW/22/2/10-63/64, (contract 1384/12), bid deadline August 4. Tender documents available for review only at the Kuwait Embassy, Shoreham Hotel, 2500 Calvert St., NW., Washington, D.C. Kuwait agent is required.

■ **VIETNAM**—33 mw. thermal power plant construction, equipment, materials, part one, bid deadline August 1; materials and equipment c.i.f. Saigon, for Administration Bldg., to be installed by a Vietnamese contractor, part two, bid deadlines June 24; 1414-MS-4, control equipment, furnished cif Saigon for installation by 1414-CS-2 contractor, bid deadline August 1. Loan no. 163. U.S. source. National Office for Re-equipment of Installations for Production and Distribution of Electric Power, (ONDEE), c/o Gibbs & Hill, Inc., Consulting Engineers, 393 Seventh Ave., New York 1, N.Y. Proposals must be accompanied by evidence indicating that the bidder has previously supplied equipment of similar specification and size. Closing dates are subject to adjustment. Bids must be held valid for 90 days after submission to permit analysis of proposals and consummation of contract.★

362 Electrical Industrial Apparatus

GERMANY—Electro-technical switches, electric remote control switches. Direct purchase and agency. Requests replies from manufacturers only, or will conclude a licensing agreement for the production of these articles in West Germany. Funkton E. Muellerschoen & G. Stotz, (manufacturer), 32 Jurastrasse, 7 Stuttgart-Vaihingen. WTD 4/10/63.

■ **INDIA**—Four-roll continuous pointer, complete with electrical; 600-lb. capacity extra heavy floor reel. Loan no. 217. U.S. source. Bid deadline June 25. Chase Bright Steel, Ltd., Vaswani Mansion, Dinshaw Vachha Rd., Bombay 1. Cable: CHASESTEEL, Bombay. IL#AU/GL/MTC/83/DLF-217/962. Ref. no. 63(259)/63-AID(1).

● **IRAQ**—Supply and installation of two 300 kw diesel engine generator sets, 50 cycles, each complete with switchboard and auxiliaries, maximum rpm 600 bas specifications. Installation included in the tender together with supply and erection of overhead traveling crane, five t. capacity. Tender notice no. 28, bid deadline June 29. Specifications available from Director General of Planning and Design, Ministry of Municipalities, Baghdad. One copy of specifications also available for review only from the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washngton 25, D.C. (Telephone: WOrth 7-4242).

PAKISTAN—Welding plants, equipment; specifications available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4317, Department of Commerce, Washington 25, D.C. (Telephone: WO. 7-4675). Direct purchase and agency. Abdul Rauf Malik and Sons, (manufacturer's agent), 6 Brandreth Rd., P.O. box 608, Lahore. WTD 5/17/63.

Electric motors, suitable for a.c. current, 50 cycles three-phase, 400/440 v. complete

with switch and starters, r.p.m. preferred low i.e. 750 or 950, 35 to 200 hp. Direct purchase and agency. Blue Feather Affiliations, (manufacturer's agent, commission merchant), 16 Sir Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

■ Double cage, vertical hollow shaft electric motors, 400/440, 50 cycles, three-phase, various hp. and speeds, 31 nos.; double cage, drip proof, ventilated continuously rated, horizontal motors, same, 138 nos. C&f Karachi. Loan no. 391-H-056. U.S. source. Bid deadline June 25. KSB Pumps Co., Ltd., 14-Hall Rd., Hayat Bldg., Lahore.★

■ Induction, repulsion, electric motors, pumps, compressors, 19 items, in amount of $17,724. Loan no. 391-H-056. U.S. source. Bid deadline June 25. Marshalls, (Pakistan), Ltd., Shah Din Bldg., 89, The Mall, Lahore. Cable: MARSHALLS, Lahore. IL#232283.★

363 Household Appliances

GERMANY—Stainless steel household, kitchen appliances; requests replies in German. Wilhelm Wagner, Metallwarenfabrik, (manufacturer), 23-25 Neckarstrasse, Esslingen-Neckar.

Electric and non-electric household appliances, utensils for cooking, washing. Interested in concluding licensing agreement with American producer of above commodities. Requests replies in German, but English understood. Karl Leopold Grauding, (exporter, wholesaler), 1 Friedrich List Strasse, Fellbach/Wuertt, near Stuttgart. WTD 4/23/62.

Electrical household appliances. Requests replies in German. Willy Martin GmbH, (wholesaler), Elektrogresshandlung, 7 Eisenbahnstrasse, Tuttlingen/Wuerttemberg. WTD 4/23/63.

JAPAN—Kitchen utensils such as saucepans, skillets, frypans, tea-kettles, made of anti-corrosion surface treated aluminum. Miyazaki Sangyo Co., Ltd., (wholesaler), 10 Karamonomachi 1-chome, Higashi Ku, Osaka.

NETHERLANDS—Washing machines, refrigerators, mixers, coffee grinders, electric coffee makers. Handelsonderneming Grame, (importing distributor), 34 Willem van Abcoudelaan, Driebergen.

Kitchen appliances, such as mixers, blenders, small ice cream mixers, dishwashers. Mr. Ab. Blaauw, (importing distributor), 61 St. Jacobsstraat, Utrecht.

PERU—Sewing machines, spare parts, accessories. Requests replies in Spanish. Confecciones Buque S.A., (manufacturer, wholesaler, retailer), San Camilo 207, Casilla 217, Arequipa. WTD 1/28/63.

365 Radio, Television Receiving Sets

ISRAEL—Magnetic recording tape. Direct purchase and agency. Unatex Import-Export, (importer), 29 Lilienblum St., P.O. box 2467, Tel Aviv. WTD 4/10/63.

366 Communications Equipment

■ **CHINA**—Group one, electron tubes, collins radio or approved equal; group two, capacitors, terminal radio international, or equal; group three, coffing "safety pull" hoist, automatic electric international or equal; group four, rf. connector, amphenol elec. corp., ad. auriema, gotham, or equal, one lot each. PA#484-000-253-3214. U.S. source. Bid deadline June 25. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei. Inv. no. CP2-2107. Specifications and conditions may be obtained by requesting inv. no., from Mr. Joseph C. Wei, acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

NETHERLANDS—Television transmission cable. Request replies from manufacturers only. Adat Chemie, (importer, wholesaler, exporter, manufacturer), 117 Westersingel, Rotterdam-2.

367 Electronic Components

GERMANY—Electronic components. Direct purchase and agency. Requests replies from manufacturers only or will conclude a licensing agreement for the production of these articles in West Germany. Funkton E. Muellerschoen & G. Stotz., (manufacturer), 32 Jurastrasse, 7 Stuttgart-Vaihingen. WTD 4/10/63.

371 Motor Vehicles, Motor Vehicle Equipment

● **CHILE**—Garbage collection trucks, 75; road water-sprinkler trucks, 12. No tender number, bid deadline July 26. Bidder must be legally represented in Chile. Municipalidad de Santiago, Palacio Consistorial, Plaza de Armas, Santiago de Chile. Copy of tender documents in Spanish available for review only in Rm. 4310, Transportation Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WO-7-3294).

NETHERLANDS—Automotive accessories. Handelsonderneming Grame, (importing distributor), 34 Willem van Abcoudelaan, Driebergen.

Wheels, axles, couplings for trucks. Handelsonderneming Firma de Winter & Co., (importing distributor), 6 Lijsterstraat, Enschede.

Automotive accessories, tools. Direct purchase and agency. N.V. Handelmaatschappij Hartomex, (importer, exporter, wholesaler), Willem Ruyslaan 24a, Rotterdam-16.

PAKISTAN—Pneumatic car and truck jacks, all capacities. Direct purchase and agency. Abdul Rauf Malik and Sons, (manufacturers' agent), 6 Brandreth Rd., P.O. box 608, Lahore. WTD 5/17/63.

SOUTH AFRICA—Automotive spare parts as follows: sintered bearings; sleeve bearings; armatures, field coils; pinions; drives; test equipment, repair parts and replacement units for all types of automotive starters, generators, alternators; contacts; condensors; rotors; caps; coils; impulse couplings; test equipment, repair parts and replacement units for distributors, magnetos; switches, relays, regulators; elements; delivery valves; injector nozzles; nozzle holders; camshafts; control sleeves; quadrant, control sleeves, plunger and delivery valve springs, excess fuel devices; diaphragms, test equipment, repair parts and replacement units for all diesel injectors, injector pumps, pump governors. Direct purchase and agency. Requests catalogs and price quotations from manufacturers only. Motor Electrical Services, (importing distributor), P.O. box 78, Huguenot, C.P.

373 Ship Building, Repairing

AUSTRALIA—Marine equipment and accessories. Cec. Byrne & Co., (importer, manufacturers' agent), 22 Barry Parade, Petrie Bight, Brisbane, Queensland. WTD 5/22/63.

380 Photographic, Optical Goods

ENGLAND—Cameras, photographic equipment, sensitized bromide paper, films, photographic accessories. Direct purchase and agency. Star Cameras, Ltd., (importers, wholesalers), 224 Edgware Rd., London W.2. WTD 5/14/63.

ISRAEL—Acrylic sheets for optical lenses in various shades of green and gray; also necessary tools for cutting and forming sheets into optical lenses. Israel Mastercraft, (exporter, manufacturer), P.O. box 14158, Tel Aviv. WTD 3/22/62.

NORWAY—Potentiometers, small, rugged, for marine use, degree of accuracy 1°-2°, 5-50 W. Nor-Marine A/S, 5 Lillegrensen, Oslo. WTD 9/20/62.

381 Engineering, Laboratory, Scientific, Research Instruments

● **GREECE**—Tide gauges, two. Decision no. 51469/63, bid deadline July 1. Specifications available from Naval Attache, Royal Greek Embassy, 2228 Massachusetts Ave., NW., Washington 8, D.C.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Appliances for ileostomy, colostomy; one-piece, latex, with disposable plastic bags, multiple fitting. Superfine Surgical Supplies, Pty., Ltd. (importer, distributor, agent), 6/8 Woodburn St., Redfern, N.S.W.

Plastic disposable items for hospital or surgical use. Superfine Surgical Supplies, Pty., Ltd., (importer, distributor, agent), 6/8 Woodburn St., Redfern, N.S.W.

GERMANY—Dental cement, dental supplies. Direct purchase and agency. Emil Huber, (importer, exporter, wholesaler), Dental-Medizin-Grosshandlung, 60-64 Stephanienstrasse, Karlsruhe/Baden. WTD 4/23/63.

● **IRAQ**—Supply of veterinary instruments, drugs. Bid deadline July 7. Tender no. MISC/1/1963. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WO-7-2939).

● Supply of fixing and developing materials for X-ray films. Bid deadline July 7. Tender no. 16/63. Central Foreign Purchasing Bd., Ministry of Finance, Baghdad.★ (Telephone: WOrth 7-2939).

PERU—Veterinarian products. Requests replies in Spanish. Casa Agropecuaria S.A., (importer), San Jose 211, Casilla 511, Arequipa. WTD 5/17/63.

386 Photographic Equipment

ISRAEL—Photographic films, black and white; photographic paper; photostat paper; cameras, still, hand type, 35mm.; low price range. Direct purchase and agency. Unatex Import-Export, (importer), 29 Lilienblum St., P.O. box 2467, Tel Aviv. WTD 4/10/63.

387 Watches, Clocks

JAPAN—Watches. Direct purchase and agency; requests replies from manufacturers only. Mr. Kosei Kaneko, J. Osawa Co., Ltd., (K. K. Osawa Shokai), 2-chome, Nishi-Ginza, Cano-ku, Tokyo. WTD 11/9/62.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Water ski equipment. Cec. Byrne & Co., (importer, manufacturers' agent), 22 Barry Parade, Petrie Bight, Brisbane, Queensland. WTD 5/22/63.

Toys various types. Wilson Enterprises, (importer, agent), Box S.1529, G.P.O., Perth, Western Australia. WTD 5/23/63.

NETHERLANDS—Beach toys; toy kits of an exclusive nature; steel skis, snorkels, rubber flippers, wide angle lens masks. Requests c.i.f. Rotterdam, literature from manufacturers only. W.A. Bary N.V., (importer, wholesaler), 64 zz Emmakade, Leeuwarden.

395 Pens, Pencils, Office, Artists' Materials

HONG KONG—Ball pen refills of which substantial monthly quantities are required; requests replies from manufacturers only. Sino-American Trade Advancement Co., (importer, exporter, shipping), 524 Central Bldg., P.O. box 1069.

PHILIPPINES—Ball pens for schools, industries, professions; ruling pens for draftsmen, artists, illustrators. Unno Commercial Enterprises, Inc., (importing distributor, manufacturer's agent), 302 Pacific Bldg., 460 Rosario, P.O. box 3163, Manila. WTD 8/7/62.

396 Costume Jewelry, Costume Novelties

ENGLAND—Men's jewelry: cuff links, tie bars. Direct purchase and agency. Lionite Specialties, Ltd., (manufacturer), Radnor House, 93 Regent St., London W.1. WTD 5/10/63.

ITALY—Costume jewelry: full line including necklaces, bracelets, ear drops, broches. C.I.M., S.p.A., Grandi Magazzini, (department stores), Via XX Settembre, Palazzo di Vetro, Rome.

NETHERLANDS—Costume jewelry, necklaces, earrings, broaches, strings. Direct purchase and agency. Handelsonderneming Meblo, (importer, exporter, manufacturer, sales agent), 29 Eerste Jacob van Campenstraat, Amsterdam.

399 Manufacturing Industries

BELGIUM—Plastic beer crates; plastic bottles. Direct purchase and agency. Handelsmaatschappij A. Smets & Co., (importer, exporter, commission merchant), 17 Kerkstraat, 's Gravenwezel. WTD 5/8/63.

ENGLAND—Cocktail bars, accessories; hotel, restaurant furniture; electric hot snack cabinets; bar equipment, dispensers (measures) for use on bottles, and in particular for use on bottles of fruit juice; dispensers of novel design. Direct purchase and agency. L.V.S., (Gloucester), Ltd., (wholesaler, retailer), 107 Southgate St., Gloucester. WTD 5/13/63.

GERMANY—Gift articles, especially novelties. Direct purchase and agency. Kurt Franke, (importer, sales agent, broker), Bremen, Falkenstrasse 36.

Small articles suitable for use as advertising gifts. Requests replies in German. Huf-Werbeartikel-Reklamezuendhoelzer, H.U. Friedrich, (manufacturer, importer, exporter, wholesaler), 39 Heilbronner Strasse, 7142 Marbach/Neckar. WTD 4/23/63.

JAPAN—Household plastic kitchenware, tableware. Miyazaki Sangyo Co., Ltd., (wholesaler), 10 Karamono-machi 1-chome, Higashi Ku, Osaka.

KUWAIT—All types of glassware, crystal ware, glass table ware, kitchenware. Direct purchase and agency; requests replies from manufacturers only. Jassim Mohammad al-Ali al-Wazzan, (general merchandise, commission agent), P.O. box 124, Kuwait. WTD 11/25/61.

■ **MOROCCO**—Open end super wrenches, nippers, pliers, pick-up tool, automatic center punch, file with holder; air compressor unit, nozzle tester, generator tester, engines, starter tester, rod aligner, microscopes, all electrically powered equipment for three phase, 50 cycles, 220 v. C.i.f. Casablanca. Cable quotations will not be accepted. Terminal delivery date January 31, 1964. PIO/C no. 608-J-42-AG-0-90030. Limited worldwide (901). Quotation deadline June 29.★

NETHERLANDS—Fancy accessories for use in ladies handbags. Bicotex, (importing distributor), 528-530 Herengracht, Amsterdam.

All type of fancy small gift items. Direct purchase and agency; requests samples and f.o.b. New York. Handelsonderneming Meblo, (manufacturer, importer, exporter, sales agent), 29 Eerste Jacob van Campenstraat, Amsterdam.

Small size plastic swimming pools. Requests c.i.f. Rotterdam, literature and replies from manufacturers only. W.A. Bary N.V., (importer, wholesaler), Emmakade 64zz, Leeuwarden.

Metal gift, souvenir items. Mr. C. Drost, (importer), 36 Edeseweg, Bennekom.

All kinds of novelties in the field of toilet articles. Direct purchase and exclusive agency. Handelsonderneming Douglas, (importer, wholesaler, exporter, agent), Groothandelsgebouw, 38 Conradstraat, Rotterdam-4.

Hairbrushes. Direct purchase and agency. N.V. Industrie- en Handelsonderneming "Havo-Enschede," (manufacturer, sales agent), 110 Lonnekerbrugstraat, Enschede.

PHILIPPINES—Fire extinguishers. Manila Gas Corp., (public utility), 1536 Otis St., Paco, P.O. box 1483, Manila.

SYRIA—Small ceramics factory. Mohammad A. Mashhady, Khan Firkloss, (importer, commission agent, manufacturer), Aleppo.

505 Farm Products, Raw Materials

GERMANY—Raw geese, duck, wild bird feathers. Johannes Kauffmann O.H.G., (processor of feather and down, importer, exporter), Bettfedern- und Daunenfabrik, 7994 Langenargen am Bodensee. WTD 5/13/63.

Unprocessed geese and duck feather down. Mannheimer Bettfedernfabrik Kauffman & Co., (manufacturer, processor of feathers and down), 35 Industriestrasse, Mannheim. WTD 5/15/63.

509 Wholesalers

ISRAEL—First-grade wastepaper, 100 mt., for production of paper bags; prefers waste paper in size of U.S. daily newspapers. Bernard Kerstein, (importer, manufacturer), 53 Gordon St., Tel Aviv. WTD 12/12/62.

JAPAN—Substantial quantities of white horsehair for use in manufacture of violin bows. Arai & Co., Inc., (trading company), Sankyo Bldg., 3, 3-chome, Sonoicho, Naka-ku, Nagoya. WTD 5/14/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

121 Bituminous Coal, Lignite Mining

GREECE—Steam and gas coal, for participation in Greek Government bids. Commission agency. "Atente" Commercial, Technical, Maritime and Tourist Enterprises Co., Ltd., (sales agent, importer, exporter, wholesaler), 53 Stournara St., Athens 102. WTD 3/12/63.

202 Dairy Products

PAKISTAN—Milk food for infants, children, convalescents. Yasin Bros., Yasin Bldg., Rangmahal, P.O. box 83, Lahore. WTD 5/17/63.

PHILIPPINES—Dried whey; skimmed milk powder. Republic Feeds Milling, (manufacturer), 2514 Rizal Ave., Manila.

203 Canning, Preserving Foods

ITALY—Dried fruit especially dried prunes, apricots, peaches. Exclusive distributorship and/or exclusive agency for all Italy or Central and South Italy. Ditta Tonini Giulio, (importer, wholesaler), Via Cividale del Friuli 3/7A, Rome.

204 Grain Mill Products

GREECE—Poultry, animal feeds, (concentrate and/or complete). Requests replies from manufacturers only. John Sirigo, (importer, wholesaler, sales agent, exporter), 4 Sekeri St., Athens 138. WTD 5/20/63.

PHILIPPINES—Animal feeds, specifically fishmeal, soybean meal, meatmeal, bonemeal. Republic Feeds Milling, (manufacturer), 2514 Rizal Ave., Manila.

208 Beverages

GERMANY—Beverages; requests replies from manufacturers only in German. Karl Leopold Grauding, (exporter, wholesaler), 1 Friedrich List Strasse, Fellbach/Wuertt, near Stuttgart. WTD 4/23/62

220 Textile Mill Products

GERMANY—Newly developed woven fabrics, fiberglass fabrics, plastic fabrics, synthetic yarns; requests replies in German. Zentaur Textil GmbH, (manufacturer, distributor), P.O. box 91, 26 Ernst-Degeler-Strasse, Heidenheim/Brenz.

ITALY—Woolen, cotton, synthetic textiles for furnishings. Luciano Dolazza, (sales agent), 38 Via Francesco Siacci, Rome.

SOUTH AFRICA—Cotton printed and yarn-dyed shirtings, cotton printed dress materials, and fancy cords such as Bedford and Random cords. M.H. Ismail, Pty., Ltd., (manufacturers' representative, grain broker, insurance agent), 86a Victoria St., Durban or P.O. box 2277, Durban. WTD 5/15/63.

227 Floor Coverings

GERMANY—Carpets, rugs, tuftings; requests replies from manufacturers only. Harald Reimers, (manufacturer's representative), Osterstrasse 36, Hamburg 19.

240 Lumber, Wood Products

ITALY—All kinds of lumber. G. Battista Aureli, (lumber wholesaler), Via Giano della Bella 23, Rome.

262 Paper Mills, Products

PHILIPPINES—Newsprint paper, distress lots and/or side runs. Unno Commercial Enterprises, Inc., (importing distributor, manufacturer's agent), 302 Pacific Bldg., 460 Rosario, P.O. box 3163, Manila. WTD 8/7/62.

280 Chemicals

PAKISTAN—Sodium benzoate, sodium salicylas, sodium bromide, ferriet ammonia citras, ferriet quinine citras, potassium citras, caffine citras, sulpha drugs, antimalarials anaesthetics, hormones, chloromphenicols, tetracycline, sulpha-cetamide. Yasin Bros., (wholesaler), Yasin Bldg., Rangmahal, P.O. box 83, Lahore. WTD 5/17/63.

281 Industrial Chemicals

PHILIPPINES—De-inking compounds for reclaimed waste materials. Unno Commercial Enterprises, Inc., (importing distributor, manufacturer's agent), 302 Pacific Bldg., 460 Rosario, P.O. box 3163, Manila. WTD 8/7/62.

Industrial chemicals. Inhelder, Inc., (importing distributor, manufacturer's agent), 41 Pioneer St., Mandaluyong, Rizal, P.O. box 2045, Manila. WTD 10/18/61.

282 Synthetic Materials

PAKISTAN—Special plastics for use against water seepage, particularly for lining canals, ponds. International Tansa Corp., New Queens Rd., Karachi. WTD 3/19/63.

283 Drugs

PHILIPPINES—Pharmaceutical chemicals; antibiotics in bulk. Inhelder, Inc., (importing distributor, manufacturer's agent), 41 Pioneer St., Mandaluyong, Rizal, P.O. box 2045, Manila. WTD 10/18/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

AUSTRALIA—Skin fragrances in three or four oz. bottles; ordinary strength in ½ oz. bottles. Must have pure alcohol (grain spirit) base as this is the only type permitted on the Australian market. O. Janele-Mitchell, (importer, exporter), Suite 425, St. James Bldg., 107 Elizabeth St. (Box 1631, G.P.O.), Sydney, N.S.W.

CANADA—Hair lotions, toilet sundries. Fred Rezek Agencies, (manufacturers agent, importing distributor), 390 Craig St. W., Montreal 1, Quebec. WTD 5/24/63.

PAKISTAN—Hair cream, oil, face powder, cream, tooth paste, hand lotion, shaving cream, pomades, shampoos, toilet soaps medicated and otherwise, talcum powder, lipstick, rouge, nail polish, eye shades. Yasin Bros, (wholesaler), Yasin Bldg., Rangmahal, P.O. box 83, Lahore. WTD 5/17/63.

289 Chemical Products

PAKISTAN—Waterproofing compounds. International Traders, (Lahore), Ltd., (manufacturers' agent), 65 The Mall, P.O. box 263, Lahore. WTD 5/15/63.

SYRIAN ARAB REPUBLIC—Glues and/or general merchandise. Mohammad A. Mashhady, (importer, commission agent), Khan Firkloss, Aleppo.

301 Tires, Inner Tubes

PAKISTAN—Tires, tubes for automobiles for Defense Dept. according to U.S. Army specifications. International Traders, (Lahore), Ltd., (manufacturers' agent), 65 The Mall, P.O. box 263, Lahore. WTD 5/15/63.

321 Flat Glass

INDONESIA—Plate glass; SIVA permit. N.V. Liem Swie Hwa, (importer, manufacturer), 170A Kembang Djepun, Surabaya. WTD 4/30/63.

322 Glass, Glassware, Pressed or Blown

PHILIPPINES—Table glassware. F. H. Stevens & Co., Inc., (importing distributor, manufacturer's agent), El Hogar Filipino Bldg., Juan Luna St., P.O. box 1598, Manila.

323 Glass Products, Made of Purchased Glass

INDONESIA—Mirrors, glass products; SIVA permit. N.V. Liem Swie Hwa, (importer, manufacturer), 170A Kembang Djepun, Surabaya. WTD 4/30/63.

332 Iron, Steel Foundries

PAKISTAN—Pig iron, ms. billets, black and galvanized sheets, pipes, cast iron centrifugally spun pipes over six in. dia., steel pipes over four in. dia. International Traders, (Lahore), Ltd., (manufacturers' agent), 65 The Mall, P.O. box 263, Lahore. WTD 5/15/63.

342 Cutlery, Hand Tools, General Hardware

CANADA—Non-electrical kitchenware and gadgets suitable for sale in supermarkets. Fred Rezek Agencies, (manufacturers' agent, importing distributor), 390 Craig St. W., Montreal 1, Quebec. WTD 5/24/63.

INDONESIA—Hand tools for wood and metal-working; siva permit. N.V. Liem Swie Hwa, (importer, manufacturer), 170A Kembang Djepun, Surabaya. WTD 4/30/63.

SWITZERLAND—Tools used in the building industry. Alfred Seger, Hoch- und Tiefbau, (importing distributor, building firm), Kreuzlingen /TG.

343 Heating Apparatus, Plumbing Fixtures

AUSTRALIA—Oil burners of following types: high pressure atomizing, commercial, industrial, residential; low pressure atomizing, commercial, industrial, residential; pot natural and pot mechanical draft vaporizing, residential; rotary, atomizing, commercial and industrial; rotary, vaporizing, or atomizing, residential; range type; special types, except combination fuels, commercial and industrial. Exclusive agency. George W. T. Hall, Pty., Ltd., (engineer, contractor), 482 Bourke St., Melbourne, C.1., Victoria. WTD 5/24/63.

INDONESIA—Bathroom equipment; SIVA permit. N.V. Liem Swie Hwa, (importer, manufacturer), 170A Kembang Djepun, Surabaya. WTD 4/30/63.

THAILAND—Industrial boilers, sizes ranging from 100, 150, 200 to 300 hp., working pressure 150 lb. Cheuong Heng Lee, Ltd., Partnership, (importer, indent agent), 28 Suriwongse Rd., Bangkok. WTD 4/29/63.

346 Metal Stampings

PHILIPPINES—Household items made of aluminum, chrome. F.H. Stevens & Co., Inc., (importing distributor, manufacturer's agent), El Hogar Filipino Bldg., Juan Luna St., P.O. box 1598, Manila.

349 Fabricated Metal Products

NORWAY—Automatic cargo valves, remote controlled for large tank ships; requests replies from manufacturers only. Maskin-Teknisk A/S, (importer, wholesaler, manufacturer's agent), 1 Welhavensgate, Oslo. WTD 5/21/63.

351 Engines, Turbines

INDONESIA—Outboard motors; requests replies from manufacturers only. N.V. Intraport, (import-export, sales agent), 8 Djalan Kebon Sirih, Djakarta. WTD 5/16/63.

NETHERLANDS—Stationary diesel engines over 36 h.p.; requests replies from manufacturers only. Agency for Pakistan and India. N.V. Trading Co., late Hegt & Co., (importer, exporter, agent), 110 Bankastraat, The Hague.

353 Construction Machinery

ITALY—Power and free conveyors, chain conveyors with double rail. Exclusive agency. Lorenzo Negro—Officina Meccanica, (manufacturer), 54, Via Tiziano, Turin. WTD 5/16/63.

PAKISTAN—Earthmoving machinery. International Traders, (Lahore), Ltd., (manufacturers' agent), 65 The Mall, P.O. box 263, Lahore. WTD 5/15/63.

SWITZERLAND—Machinery used in the building industry. Alfred Seger, Hoch- und Tiefbau, (importing distributor, building firm), Kreuzlingen /TG.

354 Metalworking Machinery

GERMANY—Fully automatic machine tools for the metal working industry; requests replies in German. Agency for South Germany. Kurt Bender Generalvertretung, (sales agent), P.O. box 131, 7418 Metzingen/Wuertt.

INDONESIA—Soldering, welding equipment; siva permit. N.V. Liem Swie Hwa, (importer, manufacturer), 170A Kembang Djepun, Surabaya. WTD 4/30/63.

NETHERLANDS—Pneumatic and electric hand tools for grinding, drilling both wood and metals. Danpoort N.V., (importer, wholesaler, agent, manufacturer), 75 Wijnhaven, Rotterdam-1.

355 Special Industry Machinery

GERMANY—Fully automatic wet laundry presses; requests replies from manufacturers only; firm also interested in licensing agreement to manufacture such machinery. Ellerwerk Otto Ellerbrock, (manufacturer, importer, sales' agent), 102-116 Steilshoper Strasse, Hamburg 33. WTD 3/28/63.

GREECE—Feed mixing and grinding machines. John Sirigo, (importer, wholesaler, sales agent, exporter), 4 Sekeri St., Athens 138. WTD 5/20/63.

MEXICO—New and reconditioned machinery for the manufacture and repair of shoes. Compania de Industria y Comercio, S.A., (importer, wholesaler, retailer), Apartado Postal, (P.O. Box), 29 Bis, Delicias 15, Mexico, D.F. WTD 4/18/63.

PHILIPPINES—Used machinery and equipment of paper-working factories and/or office and school supplies makers which are under liquidation or due for replacement. Unno Commercial Enterprises, Inc., (importing distributor, manufacturer's agent), 302 Pacific Bldg., 460 Rosario, P.O. box 3163, Manila. WTD 8/7/63.

356 General Industrial Machinery

NETHERLANDS—Pneumatic tools; requests replies from manufacturers only. Agency for Pakistan and India. N.V. Trading Co., late Hegt & Co., (importer, exporter, agent), 110 Bankastraat, The Hague.

Bearings, couplings, chains. Requests replies from manufacturers only; exclusive representation for the Netherlands or Benelux area. N.V. Sonco, (manufacturer, agent, exporter. importer), 86 Overschiesweg, Rotterdam-8.

PAKISTAN—Special duty pumping sets (water). International Traders, (Lahore), Ltd., (manufacturers' agent), 65 The Mall, P.O. box 263, Lahore. WTD 5/15/63.

357 Office, Computing, Accounting Machines

GERMANY—Fully automatic bookkeeping and calculating machines for banks; fully automatic accounting machines; requests replies in German. Kurt Bender Generalvertretung, (sales agent), P.O. box 131, 7418 Metzingen/ Wuertt.

358 Service Industry Machines

JAPAN—Automatic vending machines. Yamazen Kikai Kigu K.K., (import, export), Itachibori Kita-Dori, 3-chome, Nishi-ku, Osaka. WTD 10/25/61.

360 Electrical Machinery

PORTUGAL—High and low tension electrical equipment; requests replies from manufacturers only. D. Moura, Sucrs., Lda., (importer, wholesaler), 18-A, Rua da Trindade, Lisbon 2. WTD 5/8/63.

361 Electric Equipment

NETHERLANDS—Electric remote control equipment such as relays. Requests replies from manufacturers only; exclusive representation for the Netherlands and/or Benelux area. N.V. Sonco, (manufacturer, agent, exporter, importer), 86 Overschieseweg, Rotterdam-8.

362 Electrical Industrial Apparatus

INDONESIA—Soldering, welding equipment; SIVA permit. N.V. Liem Swie Hwa, (importer, manufacturer), 170A Kembang Djepun, Surabaya. WTD 4/30/63.

Diesel electric generators; requests replies from manufacturers only. N.V. Intraport, (import-export, sales agent), 8 Djalan Kebon Sirih, Djakarta. WTD 5/16/63.

PAKISTAN—Electric generating sets. International Traders, (Lahore), Ltd., (manufacturers' agent), 65 The Mall, P.O. box 263, Lahore. WTD 5/15/63.

366 Communication Equipment

PORTUGAL—Signaling systems, radio communications equipment for airfields; requests replies from manufacturers only. D. Moura, Sucrs., Lda, (importer, wholesaler), 18-A, Rua da Trindade, Lisbon 2. WTD 5/8/63.

367 Electronic Components

PHILIPPINES—Electronic items, condensers, TV and radio parts. F.H. Stevens & Co., Inc., (importing distributor, manufacturer's agent), El Hogar Filipino Bldg., Juan Luna St., P.O. box 1598, Manila.

371 Motor Vehicles, Motor Vehicle Equipment

BRAZIL—Motor vehicles transceivers. Request replies from manufacturers only. Produtos Metalurgicos Carfriz S/A, (manufacturer), Estrada de Piraporinha 680, Caixa Postal 7891, Sao Paulo.

GERMANY—Automotive equipment, electrical equipment should be 220 v. 50 cycles ac; requests replies from manufacturers only. Automotive Products Germany m.b.H., (sales agent), Curschmannstrasse 31, Hamburg.

LEBANON—Small machines and machine tools for motor car and aircraft industries. The Orient Trust Co., S.A.L., (importing distributor, manufacturer's agent, commission merchant), P.O. box 5390, Starco Center (South), Beirut. WTD 1/14/63.

372 Aircraft, Parts

INDONESIA—Aircraft; requests replies from manufacturers only. N.V. Intraport, (import-export, sales agent), 8 Djalan Kebon Sirih, Djakarta. WTD 5/16/63.

373 Ship Building, Repairing

SPAIN—Sports boats of wood or fibre-glass construction, inboard, outboard, 10 ft. to 18 ft. in length. Pinuela, S.A., (wholesaler), Garcia Morato, 62, Madrid. WTD 4/18/63.

374 Railroad Equipment

NETHERLANDS—Railroad material; requests replies from manufacturers only. Agency for Pakistan and India. N.V. Trading Co., late Hegt & Co., (importer, exporter, agent), 110 Bankastraat, The Hague.

PAKISTAN—Railway stores, rolling stock, wheels, axles, tires, couplings, vacuum brake fittings, lamps for locomotives, components for railway carriages, batteries for locomotive starting, train lighting. International Traders, (Lahore), Ltd., (manufacturer's agent), 65 The Mall, P.O. box 263, Lahore. WTD 5/15/63.

381 Engineering, Laboratory, Scientific, Research Instruments

INDIA—Engineering tools, precision and measuring instruments; all types. Agency for India. M. Mahsukhlal and Co., (importer, sales agent), 93, Narayan Dhuru St., Bombay 3.

PHILIPPINES—Scientific equipment. Inhelder, Inc., (importing distributor, manufacturer's agent), 41 Pioneer St., Mandaluyong, Rizal, P.O. box 2045, Manila. WTD 10/19/61.

384 Surgical, Medical, Dental Instruments

PHILIPPINES—Medical equipment, supplies. Inhelder, Inc., (importing distributor, manufacturer's agent), 41 Pioneer St., Mandaluyong, Rizal, P.O. box 2045, Manila. WTD 10/18/61.

391 Jewelry, Silverware, Plated Ware

PHILIPPINES—Silver household articles. F.H. Stevens & Co., Inc., (importing distributor, manufacturer's agent), El Hogar Filipino Bldg., Juan Luna St., P.O. box 1598, Manila.

393 Musical Instruments, Parts

MEXICO—All types of musical instruments. Request replies in Spanish from manufacturers only. Instrumentos Musicales, S.A., (importer, retailer), Ayuntamiento 52, Mexico D.F. WTD 4/8/63.

394 Toys, Amusement, Sporting Goods

CANADA—Sporting goods, especially ski equipment and aquatic sports equipment. Barrier Reg'd., (sales agent), 108 Walnut Dr., Baie d'Urfe, Quebec. WTD 5/27/63.

GERMANY—Hickory ski billets; requests replies from manufacturers only. Barlage, Knapp & Co., (sales agent, broker), Chilehaus A, Hamburg 1.

MEXICO—All types of sporting goods. Requests replies in Spanish. Paulino Prieto, S.A., (importer, wholesaler, retailer), Apartado Postal, (P.O. box), 7272, Bolivar 54, Mexico, D.F. WTD 4/16/63.

396 Costume Jewelry, Costume Novelties, Buttons

NEW ZEALAND—Metal buttons containing plastic or polyester as a basis, covered with a thin layer of metal, inexpensive; not interested in those of entirely plastic, polyester, leather or similar types; requests replies from manufacturers only. Mr. P.F. Roberts, (manufacturers' representative), P.O. box 9200, Auckland. WTD 4/8/63.

399 Manufacturing Industries

GERMANY—Electrical hair dryers, wash basins for hairdressers, curlers; hairdresser's serving tables, style curlers (US patent applied for). Kadus-Kerk Ludwig Kegel K.G., (manufacturer, exporter), 7825 Lenzkirch, Schwarzwald. WTD 4/4/63.

MEXICO—Glassware, paintings, novelties for the home. Requests replies in Spanish from manufacturers only. Reimex, S.A., (importer, wholesaler), San Luis Potosi 196-3° fl., Colonia Roma, Mexico, D.F. WTD 4/26/63.

TRINIDAD—Plastic labels to be used as trade marks on manufactured garments. Requests replies from manufacturers only. Ramsewak Mahabir, (T-Fit Garment Factory), (garment manufacturer), 101 Eastern Main Rd., Tacarigua. WTD 5/20/63.

739 Business Services

SPAIN—Services of Spanish technical draftsmen specialized in the various fields of industrial draftsmanship to American engineering firms; offered to companies which operate solely within the U.S. as well as those operating in Europe. Carreras, (engineering consultant), Sanchez Rodrigo y Turet, Carrera de S. Jeronimo 5, Madrid. WTD 5/7/63.

862 Professional Membership Organizations

SOUTHERN RHODESIA—Building, civil engineering, general engineering, (including servicing and repairs), prefabricated construction products. Technical representation and agency. Building and Surveying Services, (Pvt.), Ltd., (building consultants, quantity surveyors), Rywin's Bldg., 107 Moffatt St., Salisbury. WTD 4/4/63.

Indian non-project loan

Item no. 50, radio theodolite equipment, has been included in the list of eligible products included under the India Non-Project Loan 386-H-082.

Inquiries may be addressed by potential suppliers to Mr. S.S Ayyangar, Under Secretary, AID Section, Ministry of Commerce and Industry, Government of India, New Delhi, India. (INTERNATIONAL COMMERCE, May 13, p. 38).

Leads for Importers

Commodities are offered direct unless specified.

230 Apparel

COLOMBIA—Men's, boys suits, trousers, sport coats of 100% Australian wool or 55% Dupont dacron and 45 wool of A-1 quality, American style. Sample materials and garments available. Will ship in banded carton 26 lb. net, 30 lb. gross weight, 30-60 days after receipt of order, air freight or ocean freight, fob vessel or airline. Jose Ortiz—American Gentlemen, Apartado Aereo 196, Barranquilla. WTD 8/6/62.

252 Office Furniture

FRANCE—Metallic furniture, such as tubular steel desks, drawing boards, (adjustable); collapsible tables; chairs for office use, schools, colleges. Etablissements Louis Heuliez, ("Robustacier"), Cerizay, Deux-Sevres. WTD 4/23/63.

284 Perfumes, Cosmetics, Toilet Preparations

GERMANY—Cosmetics such as nail polish, nail polish removers, mouth wash, tooth paste, lipsticks, eye make-up, eau de cologne "Farina Madonna," hair treatment preparations, skin preparations, bath salts. Wuerttembergische Parfuemeriefabrik G.m.b.H., Eislingen, Fils. WTD 5/16/63. For brochure write to Commercial Intelligence Division, BIC, Rm. 1310, Department of Commerce, Washington 25, D.C.

Permanent waving compounds, shampoo, hairdressing creams, hair conditioners, hair generators. Kadus-Werk Ludwig Kegel K.G., 7825 Lenzkirch, Schwarzwald. WTD 4/4/63.

314 Footwear, Except Rubber

BELGIUM—Ladies shoes, all types, including sports shoes. Anciens Etablissements, De-Fauw Freres, 85 rue de Gand, Izegem. WTD 5/16/63.

336 Household Appliances

GERMANY—Aluminum, copper, stainless steel household and kitchen appliances. Wilhelm Wagner, Metallwarenfabrik, 23-35 Neckarstrasse, Esslingen-Neckar.

354 Metalworking Machinery

GERMANY—Grinding pencils, grinding disks, (dia. up to 100 mm.). Mack-Schleiftechnik, 5 Gluekhergasse, P.O. box 151, 721 Rottweil/Neckar. For brochure write to Commercial Intelligence Division, BIC, Rm. 1310, Department of Commerce, Washington 25, D.C.

355 Special Industry Machinery

GERMANY—Original Gloeckner merceded printing presses, collating machines carbomat, pile turners, damping roller cleaning machines, inking roller washing machines, ink mixing machines, sheet jogging machines, automatic ink agitator for printing presses, conveyer units. Agency representation and/or direct export. E.u.K. Grimm oHG, 5 Kleine Welzheimerstrasse, 6451 Mainflingen Krs. Offenbach.

366 Communication Equipment

GERMANY—Car aerials, television, radio aerials, central aerial systems with 60-ohm coaxial cable, accessories. Richard Hirschmann, Radiotechnisches Werk, P.O.B. 110, Esslingen a. Neckar. WTD 5/28/63.

373 Ship Building, Repairing

UNITED KINGDOM—Standard 36 ft. and 23 ft. fast power boats. Also any type of ocean racing, cruising yacht or power boat, up to 75 ft.-to individual specification. R&W Clark., Ltd., Clarence Rr., East Cowes, Isle of Wight. WTD 5/14/63.

393 Musical Instruments

SPAIN—Distributor for harmonicas. Javier Carceller Canto, J. Garcia Morato 49, Madrid 10. WTD 5/15/63.

395 Pens, Pencils, Office, Artists' Materials

SPAIN—Distributor for a complete line of high quality, inexpensive drawing equipment. Javier Carceller Canto, J. Garcia Morato 49, Madrid 10. WTD 5/15/63.

396 Costume Jewelry, Costume Novelties

GERMANY—Jewelry of all types, brooches, cuff links, earrings, belt buckles. Kurt Neugebauer, Bijouterie-und Glaswaren, Werrenwiesenstrasse 46, Schwaebisch Gmuend.

399 Manufacturing Industries

GERMANY—Articles suitable for use as advertising gifts—in particular, matches for advertising purposes. Huf-Werbeartikel-Reklamezuendhoelzer, H.U. Friedrich, 39 Heilbronner Strasse, 7142 Marbach/Neckar.

Indian corporation invites bids for railroad cars

The Controller of Purchase and Stores, Damodar Valley Corp., of Calcutta, India, has invited worldwide sealed bids under tender No. PC/1/50/63-64/Pt.II(a) for the following items: up to 3—four wheels, 5'6" gauge flat cars, 20-24 lt. capacity complete with lashing hooks; up to 2—eight wheels, 5'6" gauge, standard car similar to railway bfr wagons; and up to 6—2' gauge, 27 cu. ft. capacity, side dumping cars.

Tender closes July 11.

Interested companies may obtain documents from Chief Accounts Officer at Damoder Valley Corp., Anderson House, Alipore, Calcutta, India, (Cablegram "DAVALLEC"), at a cost of $2.10 nonrefundable.

Terms and conditions of tender, without drawings, may be reviewed in Rm. 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C.

Libya will construct sewerage pumping plants

Howard Humphreys & Sons, Consulting Engineers, invites tenders on behalf of the Libyan Government for pumping plants for the Benghazi Sewerage Project.

The pumping plants to be supplied and erected consist of comprehensive installations for 17 pumping stations.

These 17 stations are divided into three types: 1) one main pumping station with five pumps each of approx. 6,000 gal. per min. rating; 2) Three intermediate stations with five pumps to each station of approx. 2,000 gal. per min. rating; and 3) Thirteen district stations with three pumps to each station of ratings varying from 250 gpm. to 800 gpm.

Tender documents and plans may be obtained free of charge from Howard Humphreys & Sons, Westminster House, West St., Epsom, Surrey, Great Britain.

Bids should be forwarded to that address prior to September 11.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

AUSTRALIA—A recent announcement by the Minister for Civil Aviation reveals that construction of the first building for Melbourne's new Jet Airport at Tullamarine will soon get under way. This building and others to be constructed will house one of the anticipated radar units that the department plans to install at capital city airports on the Australian mainland.

FINLAND—During recent discussions between Finnish business enterprises and the local manager of Pan American Airways, preliminary plans were made for the construction of a $3.8 million hotel, with modern facilities, to be located in the center of Finland.

If carried to fruition, the plan calls for the Intercontinental Hotels Corp., a subsidiary of the Pan American Hotel, to act as operator.

According to sources, the Finnish group is willing to raise $800,000, with an additional $3 million needed in loans which would be guaranteed by the Bank of Finland.

SUDAN—At a recent meeting of the Ministry of Education in Khartoum, a planned school construction program was approved with the understanding the Ministry would seek development loan funding in the amount of approximately $4 million to meet costs of construction and equipment.

The program includes 10 secondary schools, four teacher-training schools, three technical-intermediates and one post-intermediate. Estimated total cost of the construction is £1,125,000 ($3.15 million) and the equipment £208,240 ($583,072).

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Aircraft and Aeronautical Equipment Importers and Dealers—Costa Rica.
American Firms, Subsidiaries and Affiliates—Honduras.
Automotive Product Manufacturers—India.
Boot and Shoe Manufacturers—Pakistan.
Boot and Shoe Manufacturers—Portugal, June.
Canneries and Frozen Food Producers and Exporters—France, May.
Curio, Novelty and Handicraft Manufacturers and Exporters—Hong Kong.
Dry Goods and Clothing Importers and Dealers—Belgium.
Dry Goods and Clothing Importers and Dealers—France.
Feedstuff Importers, Dealers and Manufacturers—Japan, May.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware, and Household Pottery Product Importers and Dealers—Brazil.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware, and Household Pottery Product Importers and Dealers—Greece.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware, and Household Pottery Product Importers and Dealers—India.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware, and Household Pottery Product Importers and Dealers—Uruguay.
Glass and Glassware, Importers, Dealers and Manufacturers; Chinaware, and Household Pottery Product Importers and Dealers—Venezuela.
Household Appliance Importers and Dealers—Pakistan.
Iron and Steel, Nonferrous Metal and Building Material Importers and Dealers—Pakistan, March.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Thailand, May.
Meat Packing, Sausage and Casings—Israel.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Costa Rica, May.
Metallurgical and Metal Working Plants—Australia.
Metallurgical and Metal Working Plants—Austria, May.
Metallurgical and Metal Working Plants—Greece.
Mining Companies and Exporters of Ores—Sweden.
Motor Bus Lines and Transport Companies—Iran, May.
Oil (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Chile.
Oil (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Japan.
Oil (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Syria.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—India, March.
Printers, Lithographers, Engravers, Publishers—France.
Printers, Lithographers, Engravers and Publishers—Greece, March.
Provision Importers and Dealers—New Zealand, May.
Provision Importers and Dealers—United Kingdom.
Textile Industry—Syria.
Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Hong Kong, May.

Australia issues supplement for hydroelectric project

The Snowy Mountain Hydroelectric Authority has issued supplement notice no. one for contract no. 20,078. (INTERNATIONAL COMMERCE, March 4, p. 38).

One copy of supplement available for loan from the Power and Electrical Equipment Division, Rm. 4124, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

Power plants in Turkey

A notification of a call for bids has been issued for the design work, delivery, and erection of power plants in Turkey.

Requirements are for four air-cooled diesel-generator power plants, 1 x 140 kva, 400 v., 50 cycle; three frequency converters five kw., 50/400 cycle, 400/208 v.; two frequency converters, three kw., 50/400 cycle, 400/208 v. Latest delivery date is March 1, 1964.

Interested firms must submit pre-qualification documents by July 1, to: M.S.B. Kara Enf. Grup Baskanligi, Paris Caddesi no. 52, Kavaklidere, Ankara, Turkey.

Prequalification forms are available at Trade Opportunities Staff, BDSA 111, Department of Commerce, Washington 25, D.C.

Iraq asks paper, cardboard

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, invites bids for 18.740 kg. of various grades of paper and cardboard to be used for dry cell production.

Tender no. Prod/4/2/63 closes July 10. Terms and specifications may be obtained from the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, against payment of ID 0.500 ($1.40) per copy.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRIA—Ing. Willibald Eibeck, representing OeGefa, Oesterreichische Gasellschaft fuer Arbeitstechnik und Betriebsrationalisierung Gesellschaft m.b.H., Vienna 1, interested in visiting **metalworking and machine shops and plants** and also requesting technical information on contacting Consulting Management Engineering firms. May 31 via Los Angeles for two weeks. c/o The Austrian Trade Delegate, Mr. Otto M. Spitz, 31 E. 69th St., New York 21, N.Y. Itinerary: New York, Los Angeles.

BELGIUM—Mr. Henri E. van Tichelen, representing Viking International, S.A., 31, rue de la Science, Brussels 4, interested in obtaining **distribution rights in Europe for machinery, equipment, supplies for processing, packaging, transportation, storage of frozen foods;** and joint venture for assembly of items in these fields; joint venture for production of frozen foods in Europe, also interested in visiting frozen food processing plants. June 3 via New York for three weeks. c/o Department of Commerce Field Offices in New York, Chicago, Boston. Itinerary: New York, Boston, Chicago, Gloucester (Mass.), Lakeland, Florida.

BELGIUM—Mr. Franz Leemans, representing L. & A. D'Haeyere, S.A., 162, avenue Louis Gribaumont, Brussels 15, interested in additional representation of U.S. firms for purchase and resale to Belgium manufacturers, particularly **industrial products used by the wood, paper, chemical industries.** June 8 via New York for three weeks. c/o Department of Commerce Field Office, 61st fl., Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York, Wilmington, (Delaware), Newburg, (N.Y.), Chicago.

GERMANY—Dieter Wolf, representing Wolf Gerate GmbH., 5240 Betzdorf/Sieg., interested in cooperating with one or more U.S. companies, (cross licensing or joint venture), for the **manufacture of garden tools and equipment.** June 9 via New York for six weeks. c/o The International Association of Lions Clubs, 209 N. Michigan Ave., Chicago. Itinerary: Bridgeport, New Britain, (Conn.); Chicago, Waukegan, (Ill.); LaGrange, Richmond, Evansville, (Ind.); Baltimore, Towson, (Md.); Chicopee Falls, (Mass.); Tupelo, (Miss.); St. Louis, Lamar, (Mont.); Newark, (N.J.); Syracuse, (N.Y.); Cleveland, Manyville, Newbury, (O.); Parkersburg, (W.Va.); Port Washington, (Wis.).

HONG KONG—Mr. Bert Hope, representing Hope & Co., Ltd., Rm. 505, Fu House, 7 Ice House St., Hong Kong, interested in talking with principals and in meeting with **suppliers of floor coverings, flooring, floor tiles, architectural aluminum products, sliding doors, and building and construction lines;** also requesting technical information on the latest developments in fields related to above. June 22 via New York for three weeks. c/o Alcoa International, 230 Park Ave., New York 17, N.Y. Itinerary: New York, Pittsburgh, Milwaukee, Los Angeles, San Francisco.

INDONESIA—Mr. Joesoe F.B. Soetan, representing Nitra, P.T. Apotheek dan Perdagangan, 100 Djl. Gunung Sahari, Djakarta, interested in importing **pharmaceuticals** and also request technical information on pharmaceutical industry. June 12 via Los Angeles for one month. c/o 1655 N. 21st St., Arlington 9, Va. Itinerary: Los Angeles, Washington, New York.

LEBANON—Mr. Raffi Gostanian, representing Raffi Gostanian & Bros., Farah Bldg., Hamra St., Beirut, interested in **leather shoemaking machinery.** Between June 20 and June 25 via New York for two months. c/o Lebanese Consulate General, New York, N.Y. Itinerary: New York, Boston, Chicago, San Francisco, Washington, Los Angeles.

New Books and Reports

***Marketing in Europe.* (No. 1, Nov. 1962, 73 pp.; No. 2, Dec. 1962, 66 pp.; No. 3, Jan. 1963, 89 pp.) The Economist Intelligence Unit Ltd., 60 E. 42d St., New York 17, N.Y. Annual subscription, $90; $11 per single issue.**

Deals with consumer markets and retail distribution in Western Europe, with the focus on the Common Market countries. Each issue contains detailed Special Reports on product groups in individual countries. The Nov. 1962 issue has reports on Voluntary Chains and Retailer and Consumer Cooperatives in Germany; and Self-Service in Belgium. The Dec. issue reports on Self-Service in France; and on The Development of the Refrigerator Market in Italy. The Jan. 1963 issue includes reports on The Footwear Market in Belgium and Textile Retailing in The Netherlands.

***The Spanish Report.* 1962. *Business International*, 200 Park Ave. S., New York 3, N.Y. 73 pp. $35.**

Examines Spain's position in the world economy, and its National Development Plan. How to organize a business in Spain, how to work with the local labor force and Syndicates, how to find capital and credit, how to make the best use of tax and other incentives, how to protect patents and trademarks. Clarifies the variety of national and local tax regulations. Analyzes the prospects for Spanish imports and exports.

***Who Owns Whom.* (European Continental Ed. 1962-63). 1962. O. W. Roskill & Co., Ltd., 14 Great College St., London, S.W. 1, England. 592 pp. $20.**

Directory of parent, associate, and subsidiary companies in industry and commerce serving the European Common Market Countries; includes U. S. subsidiaries in Western Europe. For each country, alphabetical arrangement of parent or subsidiary concerns, showing associate companies, with code to indicate type of industry in which engaged.

***Japan in the Free World Economy.* Committee for Economic Development, New York, 1963. 45 pp. $1.50.**

An analysis of the reasons for restrictions on Japan's trade, and of the principles of the free world economy. A discussion of the characteristics of the Japanese economy, and the Committee's conclusions and recommendations. A special supplement by the Japan Committee for Economic Development describes Japan's external problems in the changing world economy. Order from the Publications Dept., Committee for Economic Development, 711 Fifth Ave., New York 22, N.Y.

New duty list

A new edition of *U.S. Import Duties Annotated* (USIDA) will be issued effective July 1, 1963, to reflect the second stage of duty rate changes under the 1960-61 GATT negotiations which become effective on that date. This edition of USIDA will be superseded by the Tariff Schedules of the U.S. Annotated when the effective date of the Tariff Classification Act of 1962 (TCA) is announced.

The July 1963 rate changes, approximately 1,500 of them, are being carried into the USIDA by means of an entire reprinting because users of the manual, both inside and outside Government, preferred purchasing new copies to the burden of filing the new pages in their old copies. The new loose-leaf edition will cost $4 per copy plus $1 for foreign mailing. The price includes supplemental pages and bulletins covering changes for an indefinite period.

According to the present schedule, sales copies will be available at the Superintendent of Documents, Government Printing Office, Washington 25, D.C., beginning about June 20, 1963.

Importers and brokers are urged to obtain copies of the publication promptly because they will be required by Customs to prepare their import entries and withdrawal forms in accordance with the changed duty rates.

***Flags of Convenience: An International Legal Study.* Boleslaw Adam Boczek. 1962. Harvard U. Press, Cambridge, Mass. 323 pp. $8.**

Comprehensive discussion concerning problems of flags of convenience (flags of Panama, Liberia, Honduras, and others) under which many foreign and American-owned ships are registered. Covers international legal aspects of foreign registry.

***International Law, Trade and Finance —Realities and Prospects.* Stanley D. Metzger. 1962. Oceana Publications, Inc., Dobbs Ferry, N.Y. 184 pp. $6.**

Analyzes many developments under law, principally of modern times, which affect international tranquility, with emphasis upon international agreements of an economic or commercial nature. Discusses such topics as nature and extent of legal limitations, regional markets and international law, commercial treaties, multilateral conventions for protection of private foreign investment.

***Johnston International Buyers Guide.* 1963. Johnston International Publishing Corp., 386 Park Ave., S., New York 16, N.Y. 86 pp. $5.**

Export directory for overseas buyers, contains names and addresses of 1,400 manufacturers who actively export to world markets. Includes some 900 product categories and 1,200 product listings for listed manufacturers. All product headings and indices in 4 languages: English, Spanish, French, and German.

***Directory of (World) Wheel and Crawler Tractors 1962.* Food and Agriculture Organization of the United Nations. 1963. International Document Service, Columbia U. Pres, 2960 Broadway, New York 27, N.Y. 159 pp. $2.**

Alphabetical arrangement of tractor manufacturers throughout the world. Listing of wheel tractors by manufacturers and specifications of models; similar register for crawler tractors. All captions in English, French, and Spanish.

***World Trade Data Yearbook.* 1963. (Annual.) *International Trade Review*, 99 Church St., New York 8, N.Y. 88 pp. $3.**

A comprehensive handbook of information on world markets and foreign trade. Includes a list of Webb-Pomerene Act Associations, of American Chambers of Commerce abroad, of banks in U. S. active in world trade, of foreign freight forwarders, a world-wide steamship directory, an international airlines directory, a survey of current export credit terms, and information on the protesting of drafts. Provides information on sales terms, collection procedures, overseas buying agencies, international advertising agencies, and passport and related requirements for commercial travelers.

***Nature and Efficiency of the Foreign Exchange Market.* Essays in International Finance, No. 40, Oct. 1962. Jerome L. Stein. International Finance Section, Dept. of Economics, Princeton U., Princeton, N.J. 58 pp. Single copies distributed without charge. Additional copies 25¢ per copy, payable in advance.**

Designed to promote understanding of one of the least understood markets—the foreign-exchange market—discusses the functions of the foreign-exchange market, the methods of operation of the professional risk-bearers and short-term investors, the reactions of the foreign-exchange market to current and anticipated disturbances. Appendix includes an analysis of the professional risk-bearers' ability to forecast prices.

***Britain—An Official Handbook 1963.* (14th Ed.) 1963. British Information Services, 845 Third Ave., New York 22, N.Y. 589 pp. $3 paper; $5.50 cloth.**

Comprehensive volume dealing with life in the United Kingdom, including land and people, government, law and order, defense, social welfare, planning and housing, churches, promotion of science and arts, national economy, industry, agriculture and fisheries, transportation and communication, finance, trade, labor, radio and television, press, and sports. Appendix contains notes for visitors (data on currency, weights and measures); extensive bibliography, and detailed index. Text supplemented by color foldout map, charts, and many illustrations.

***The Common Market and the United Kingdom: The Roads That Lead From Brussels. The Morgan Guaranty Survey,* Mar. 1963, p. 3. Morgan Guaranty Trust Co., 140 Broadway, New York 15, N.Y. Free.**

Insights into the status and structure of the Common Market revealed by the termination of the U.K.-EEC negotiations. Assesses significance of the collapse of negotiations for the forthcoming U.S. trade talks, for U.S. direct investments in Europe, and for the United Kingdom.

***The Carrier's Role in Export Control.* Published by the Bureau of International Commerce, U.S. Dept. of Commerce. Washington, 1963. 17 pp. Free.**

Designed for use by carriers and their agents, carrier associations, steamship conferences and other international trading interests, this handbook summarizes the principal provisions of U.S. export control regulations affecting the operations of the U.S. and foreign flag carriers —water, land and air.

Copies can be ordered from the Office of Export Control, Bureau of International Commerce, 1201 "E" St. NW., Washington 25, D.C.

OECD publications

The sale of publications sponsored by the Organization for Economic Cooperation and Development (OECD) are now handled by the McGraw-Hill Book Company. All book and pamphlet orders, periodical subscriptions, and requests for information about OECD publications should be addressed to:

OECD Publications
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All OECD publications will be on display at the Bookstore at 330 West 42nd Street, New York City.

Payments for any invoices issued before June 1 should be sent to OECD, 1346 Connecticut Ave., NW., Washington 6, D.C.

***How To Organize for International Marketing in the Chemical Industry.* 1962. Corporate Publications, Inc., 230 Park Ave., New York 17, N.Y. 69 pp. $24.**

Provides data needed by the chemical process industry executive who is concerned with international marketing. Includes a broad field survey, a study of the CPI's present and proposed organizational techniques, executives' recorded comments, and charts—all showing how several dozen firms have approached some of their international marketing problems.

***Geography of Commodity Production.* 2d edition. By Richard M. Highsmith, Jr. and J. Granville Jensen. Published by J. B. Lippincott Co. Philadelphia, 1963. 515 pp. $7.95.**

A systematic and functional survey of commodities in the world today. Covers commodities derived from agriculture, the sea and forests, mining, and manufacturing. This illustrated text can be ordered from the J. B. Lippincott Company, East Washington Square, Philadelphia 5, Pennsylvania.

Booklet analyzes export market for small U.S. firms

Small Business Administration guide gives self-administered, low-cost market research system

A new publication designed to help small manufacturers determine whether it would be profitable to engage in export trade has been announced by the Small Business Administration. The manual, *Export Marketing for Smaller Firms,* was prepared by the International Marketing Institute, Harvard Graduate School of Business Administration.

The objective of the publication is to "develop a practical, low cost, self-administered system of market research to enable small business concerns to determine appropriate means for entry into, or expansion of, export operations."

The manual outlines for the owner or management of smaller firms the sequence of steps necessary to determine whether and how to utilize foreign markets as a source of future profits.

It describes the problems facing small firms engaged in, or seeking to enter, foreign trade and the many types of assistance available to help them cope with these problems. The study also provides a guide to the appraisal of the sales potential of foreign markets, and to understanding the requirements of local marketing practices and procedures in those markets.

According to the manual "there are well over 100 foreign countries in which opportunities for the smaller firm might be found," and it explains that the development of an export market is particularly important for small firms with idle production capacity.

"If fact is to be substituted for assumptions about where and how to sell overseas, a program for analysis must be developed," the manual points out. *Export Marketing for Smaller Firms* provides such a program. It is a step-by-step method for evaluating the smaller firm's ability to capitalize upon overseas opportunities, for isolating and evaluating these opportunities and finally for approaching them."

Copies of the manual may be purchased for 50 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1963—681964/48

Calendar

for international traders

June

17—Export Expansion Conference, **Kalamazoo, Michigan.** Sponsors: The Kalamazoo County Chamber of Commerce and the U.S. Department of Commerce Detroit Field Office.

17-19—American Marketing Association Annual Convention, **Washington, D.C.** Speaker: Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business (June 18). Richard Holton, Assistant Secretary of Commerce for Economic Affairs, and Eugene M. Braderman, Director of the Bureau of International Commerce (June 17).

17-19—Third Annual Trade Institute. Hotel Duluth, **Duluth, Minn.** Commerce Speaker: Draper Daniels, National Export Expansion Coordinator.

18—Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

19—Hampton Roads Foreign Commerce Club Luncheon. **Hampton Roads, Va.**

19-20—World Marketing Conference. McCormick Place, **Chicago, Ill.** Sponsor: Chicago Association of Commerce and Industry. Commerce Speaker: Under Secretary Franklin D. Roosevelt, Jr. (June 19).

19-July 7—5th Annual Chicago International Trade Fair. McCormick Place, **Chicago, Ill.** Sponsor: Chicago Association of Commerce and Industry.

20—17th Anual Pittsburgh World Trade Conference. Penn-Sheraton Hotel, **Pittsburgh, Pa.** Commerce Speaker: George Donat, Deputy Director Bur. of Int. Commerce.

21—Foreign Traders Outing. Manufacturers Country Club, **Philadelphia Pa.** Sponsor: Foreign Traders Assn. of Philadelphia.

24-28—Thirteenth Annual International Design Conference. **Aspen, Colo.** Topic: Design and the American Image Abroad.

28—Export Expansion Day, Chicago International Trade Fair, McCormick Place, **Chicago, Ill.** Commerce Speaker: Draper Daniels, National Export Expansion Coordinator.

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